

NAVAL POSTGRADUATE SCHOOL MONTEREY, CALIFORNIA



THESIS

**CONSUMABLES:
ARE SERVMARTS COST EFFECTIVE?**

by

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September, 1995

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CONSUMABLES: ARE SERVMARTS COST EFFECTIVE?

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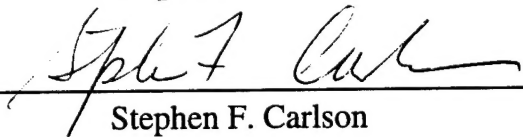
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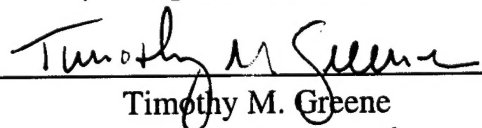
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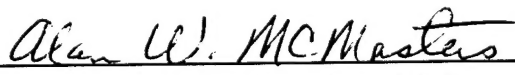
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ABSTRACT

A study is presented of the current Department of Navy's (DoN) method of supplying consumable type material through its retail outlet (SERVMART) in Alameda, CA. to the fleet and supporting shore facilities (e.g. USS Abraham Lincoln CVN-72 and Naval Air Station Alameda, CA.). It focuses on the initial purchase price, General Service Administration (GSA) surcharge, and labor and non-labor costs of the SERVMART operation at FISC Oakland. The research compares the total costs of buying and managing the 212 highest selling items (top 20%) inventoried at the SERVMART to similar items sold by commercial vendors in the Oakland area. The research results show that these items are less expensive to the customer when purchased at SERVMART. However, direct purchases of paper products and cleaning supplies from the GSA depot in Stockton were found to be cheaper than buying from the SERVMART. In addition, a customer survey indicated that the SERVMART customers are not satisfied with the selection, quality, availability, and customer service levels present at SERVMART Alameda.

As a consequence, the recommendation is made to eliminate the SERVMART Alameda operation and allow the SERVMART customers to use a combination of GSA Stockton for paper products and cleaning supplies and local vendors for rest of their non-military consumable item needs.

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I. INTRODUCTION

A. BACKGROUND

The Department of Defense (DoD) is evolving into a more streamlined organization due to an ever changing political environment with tighter fiscal constraints. Effectively using taxpayers' financial resources is one of the primary objectives in maintaining the desired level of readiness in the current budgetary environment. Because Congress and the American people want to spend less on defense, it is imperative that DoD make sound decisions in reducing its current operations.

As the Federal budget decreases, government agencies and departments will be vying for fewer dollars to carry out their mission. Activities that do not show economical and shrewd use of public funds face further cut backs, possible consolidation with other branches within the government, or possible elimination altogether. During the Clinton administration, the U. S. Government has been criticized for inefficiencies. In fact, Vice President Gore is heading an initiative to "reinvent government;" in particular, government purchasing. Many believe that government waste is running rampant and more savings can be made through elimination or realignment of government agencies. Improvements of this type are generally believed to be a critical necessity to reduce the Federal budget deficit.

Downsizing of the military is expected to continue with the current administration and will more than likely continue into the 21 century. This crusade has already greatly affected the operating philosophies of many governmental and military agencies. In this present environment of downsizing it is imperative for an organization to arrange itself in

the most efficient structure possible if it is to survive. To help ensure fiscal targets for readiness are met, DoD must find innovative ways to provide a quality product at an acceptable level of customer service and at a minimum cost. This may include addressing other governmental agencies' inefficiencies which effects DoD operations. Specifically, if DoD is dependent on General Service Administration (GSA) for providing material of a consumable nature, GSA's inefficiencies will directly affect the inventory levels of DoD (e.g., long lead time contributes to increased inventory levels).

B. FOCUS OF RESEARCH

The purpose of this study is to examine the current Department of the Navy (DoN) method of supplying consumable material to the fleet and supporting shore activities via a Retail Self Service Store (SERVMART). This thesis focuses on the initial purchase price the government pays to the commercial supplier, General Service Administration (GSA) surcharge, and all direct and indirect costs of the SERVMART operation at Fleet Industrial Supply Center (FISC) located in Oakland, California. This study compares the total cost of each item inventoried at SERVMART to a similar item sold by commercial vendors in the Oakland area. This difference is multiplied by past demand to determine the cost of providing the services of a SERVMART operation. Additionally, results from a SERVMART consumer survey are used to determine if customer requirements are being met and ways to improve the current SERVMART system.

C. RESEARCH QUESTIONS

Based on the objectives cited above, the following primary research question is addressed in this study: Can the Navy financially benefit by eliminating the SERVMART

operations and still maintain the same or better customer service levels through the use of local commercial vendors?

In support of the primary research question, the following subsidiary questions are addressed:

- What is the mission of a SERVMART operation and what is the Navy Supply Systems' definition of consumables?
- Does SERVMART contribute to fleet readiness?
- Can the Department of Defense meet their customers' demands without a SERV-MART?
- What consumables the SERVMART Alameda operation at FISC Oakland supply?
- What are the costs associated with the SERVMART Alameda operation at FISC Oakland?
- If the material is received from another government agency (e.g., GSA) what are the costs to supply the material to SERVMART Alameda?
- Are the customers of FISC Oakland receiving the best available quality at the lowest price through this SERVMART operation?
- What savings can be realized if FISC Oakland and other CONUS SERVMART operations were eliminated?
- What benefits are lost if SERVMART Alameda is eliminated?

D. RESEARCH METHODOLOGY

The information presented in this study was obtained through primary and secondary research. Primary research consisted of personal and telephone interviews of key personnel with GSA, NAVSUP, FISC Oakland, selected ships and shore activities who patronize

SERVMART Alameda, and other ships homeported outside of the bay area.

The secondary research methodology employed was a review of relevant literature. Literature was obtained from NAVSUP, GSA, FISC Oakland, and the Naval Postgraduate School library. Additional data were obtained from current and past DoD and Federal instructions, directives, regulations, and previous theses and current publications relevant to government downsizing.

E. SCOPE OF THE STUDY

This thesis will focus on the cost effectiveness of the SERVMART operation at NAS Alameda. A review of that SERVMART's mission, contribution to fleet readiness, operations, labor and non-labor costs, and customer service levels was conducted. Additionally, a customer survey was used to determine if SERVMART Alameda was meeting their customer's expectations.

G. ORGANIZATION OF THE STUDY

This thesis is organized to give the reader a comprehensive overview of the the SERVMART operation and why NAVSUP has encouraged its use. Chapter II identifies SERVMART Alameda's mission, regulations, and stocking policy. Chapter III examines SERVMART Alameda's inventory and identifies that material mainly supplied by GSA and that provided by all other suppliers. The cost of the items from GSA including the initial purchase price, GSA surcharge, and all labor and non-labor costs of FISC Oakland are then computed and multiplied by past demands to estimate the total cost the government pays for GSA material sold through SERVMART Alameda.. Chapter IV evaluates the effects on customer and fleet readiness of its SERVMART operations by reporting the results of a

survey which was distributed to SERVMART Alameda customers. Chapter V provides a summary, conclusions, and recommendations on how the Navy can better meet the needs of its customers with regards to consumables of the type provided by the SERVMART.

II. SERVMART: THE NAVY'S DISCOUNT WAREHOUSE

A. INTRODUCTION

This chapter focuses on the SERVMART operation, specifically SERVMART Alameda. In doing so, several terms and secondary questions identified in Chapter I are addressed to assist the reader: (1) to understand why the Naval Supply Systems Command (NAVSUP) has encouraged the use of SERVMARTs, and (2) to identify various rules and regulations which effect SERVMART operations.

B. SERVMART'S MISSION

The Naval Supply Systems Command (NAVSUP) has been providing supply outlets (SERVMARTS) where its customers can serve themselves to needed supplies with minimal delay. This form of retail operation was originated by the old Naval Supply Centers (NSC) and continued by the new Fleet and Industrial Supply Centers (FISC) as a way to reduce the requisitioning workload and still satisfy customer demand. SERVMARTS were seen as an efficient, economical, and expeditious means of providing supply support to FISC customers for high demand, low cost consumable items. The discount warehouse method typical of a SERVMART operation has resulted in an appreciable reduction in processing costs since each customer could procure multiple units of several different line items with a single requisition document. If the demands were submitted to a wholesale stock point, such as a DLA depot, requisition documents for each line item would be necessary.

With simplified accounting procedures allowing customers to purchase up to an preapproved monetary limit (money value) vise an individual requisition per line item, it is

SERVMART Alameda's intention to meet the following objectives set forth in NAVSUPINST 4400.59C [Ref. 1]:

- (1) To expedite and improve service to customers,
- (2) To decrease the costs of furnishing material to the customer,
- (3) To decrease the number of "bearer" requisitions in process by the distribution/warehouse,
- (4) To decrease the number of high priority requisitions in the system,
- (5) To reduce the number of transactions covering material returned, and
- (6) To reduce the inventory in the possession of the consumer by affording more expeditious service.

C. SERVMART'S STOCKING POLICY/CRITERIA

To provide guidelines as to what SERVMART Alameda can carry in stock, FISC Oakland prescribed in instruction FISCOINST 4404.3C [Ref. 2] that items carried must meet the following criteria:

- (1) The items must be fast-moving items with recurring demand,
- (2) The items must have a unit price of less than \$700.00,
- (3) The items must have a minimum demand of two units per month sustained over a 12-month period, and
- (4) The items must not be repairable, critical, or classified.

In addition, although the stock levels of individual items may vary, the average on hand inventory over all items must be less than a 30 days supply.

D. MATERIAL CLASSIFICATION

SERVMART Alameda is similar to all other SERVMART operations in that the materials sold are identified as "consumable". NAVSUP's definition of consumable material is any material which, after issue from stock to the final user, is consumed in use, or which, while having continuing life, becomes incorporated in other property, thus losing its identity when it is dropped from property accountability [Ref. 3]. Generally, consumable items are not repaired when unfit for further service. The consumable category includes office supplies, culinary supplies, clothing, and military specific items (e.g., various size canvas covered memorandum books, award binders, heavy duty combinations locks used to secure small arms and repair parts...). Consumable items are sometimes referred to as "expense" items.

In contrast, the other significant classification of material procured and stocked by NAVSUP are "repairables". A repairable is an item of supply that can be made to function through a repair process after it breaks. It is also referred to as an "investment" item. Repairable items include major components of equipment such as aircraft engines, ship propeller shafts, and electronic circuit boards. SERVMARTs are not allow to stocked repairables.

SERVMARTs are established in close proximity to the principal customers of a parent FISC. At one time, this was true for the Navy Supply Center Oakland but due to recently Base Realignment and Closure (BRAC) closures. FISC Oakland is being eliminated and their inventories moved elsewhere. Today, the only inventory managed by FISC

Oakland is the material located at SERVMART Alameda, which continues to support those activities still operating in the Oakland and San Francisco area.

E. REGULATIONS AFFECTING SERVMART OPERATIONS

1. Background

NAVSUP Publication 553 [Ref. 3], gives an overview of the Navy's Supply System and describes the development of the current system. It states that prior to the 1960's each of the services individually managed all of its own material. This led to a great deal of duplicate inventory management activity. In the 1960's DoD began to consolidate certain inventory management functions. The first step taken was to remove from the services the responsibility for wholesale supply management of those consumable items that were then being managed by the General Services Administration (GSA). The military services now "buys" these items from the GSA and depend on the GSA to properly manage the inventories of these items. A variety of office products and office furniture, for example, were among the items that the GSA began to manage.

2. Consumable Management

The next step in the consolidation process was the creation of the Defense Logistics Agency (DLA). DLA was given the responsibility for managing those consumable items which were peculiar to the military but which were used by more than one military service [Ref. 3]. An additional criterion for DLA management of an item was that the material had to be relatively easy to manage; that is, have a stable design and be easy to procure. Finally, the remaining consumable items left under the control of the services were to be transferred

to DLA as a consequence of Defense Management Review Decision (DMRD) 926. That process has been essentially completed for Navy items.

3. UMMIPS Time Standards

Within the Navy, priorities are assigned according to the standards set forth in the Uniform Material Movement and Issue Priority System (UMMIPS). This is a vital part of Military Standard Requisitioning and Issue Procedures (MILSTIP) . During the movement and issuance of material, it is necessary to establish a common basis to determine the relative importance of competing demands for the limited resources of the logistics system. Supply factors that must be weighed to determine these relative priorities include transportation cost, warehousing cost, and requisition processing cost.

UMMIPS standards were established for a typical Naval stock point to place more emphasis on mission critical material (repair parts) than on mundane material (consumables). Previous requirements allowed a stock point two days to process and ship a high priority order and approximately 30 days to process and ship a low priority order. As of January 1993 these standards were changed allowing only 15 days regardless of priority to process and ship consumables [Ref. 4]. As a result, the SERVMARTs can reduce their inventories because they should support existing requirements within a shorter time frame between placing an order and receiving material from GSA or DLA.

4. The DBOF Difference

The Defense Business Operations Fund (DBOF) was established on October 1, 1991 by the DoD to expand the use of business-like financial management practices throughout the DoD. In short, DoD needed to gain the competitive advantage that the

private industries have had over the government with its lack of profit incentive efficiencies. DBOF operates with financial principles that provide improved cost visibility and accountability to enhance business management and improve the decision making process. DBOF is based on the revolving fund principles formerly used by industrial and commercial type activities [Ref. 5].

The DBOF serves as a financing mechanism. Like other activities that are financed by the DBOF, FISC Oakland does not receive an annual appropriation for its SERVMART operation [Ref. 6]. Instead, they receive unit cost goals and earn cost authority for the amount of every customer order expected to be filled. Basically, SERVMARTs and all other DBOF activities need to recoup their operating costs from their customers. As SERVMARTs accepts these orders, they withdraw from their DBOF account to pay for their costs. Customers are then billed based on rates which include all costs associated with operating the SERVMARTs and the customers reimburse the DBOF. However, SERVMART Alameda at the time of this study was not imposing any type of surcharge to recoup the cost of its SERVMART operation. FISC Oakland intends to include this surcharge on material sold at SERVMART Alameda starting in fiscal year 1996.

5. Other Restrictions

Like any other government organization, SERVMART has many other rules and regulations they are required to follow in their operation. Although the government's primary interest in procuring goods and services is to obtain them on a competitive, least-cost basis, the government also uses the procurement process to ensure that various

socioeconomic objectives are met. Thus, programs have been created which provide certain contracting preferences to small disadvantaged businesses, women-owned small businesses, and firms performing in labor surplus areas. The most common method by which the government gives preference in its procurement to small business concerns is by setting aside or reserving all or part of a proposed procurement for exclusive participation by small business firms. These set-asides can be total or partial. For example, Congress has established statutes that governmental agencies must follow in procurement and acquisition. To ensure compliance, the Federal Acquisition Regulation (FAR) identifies required sources of supplies and services which must be used regardless of price [Ref.7]. Therefore, since GSA is required to procure material which is manufactured by these industries (e.g., Federal Prison Industries and Workshop for the Blind and Other Severely Handicapped) it is feasible that the cost of these items may be more expensive than similar items sold commercially. These industries identified in the FAR do not compete with other governmental agencies such as GSA.

III. DATABASE DEVELOPMENT, METHODOLOGY AND COST COMPARISONS

This chapter explains which GSA consumable items at SERVMART were chosen for analysis, analyzes the GSA markup, identifies the operating costs of SERVMART, and concludes with a cost/benefit analysis of the cost differences of purchasing similar items at commercial vendors. The model developed for the study is a comparison of total costs of the highest demand consumable items over a six-month period (June 94 through November 1994) as outlined in Appendix A .

A. DATABASE FORMULATION

As of December 1994, SERVMART Alameda had 1,384 consumable items in their inventory. (See APPENDIX A.) These items range from Xerox paper to steel garbage cans. Of the 1384 items, 1059 were categorized as 9Q COG (identifying GSA as the cognitive inventory manager). The remaining 325 items were supplied by other DoD agencies or locally purchased by SERVMART. Our study focuses on the 1059 items procured from GSA since it represents the most items coming from one source and the cost data was the easiest to obtain. With such a large concentration of material supplied by GSA, we believe that our sample of line items and their costs is a fair and accurate representation of the SERVMART operation. In addition, the costs of transportation and administrative lead time can be assumed consistent among the 9Q items because they are all stocked at the local GSA stock point at Stockton California.

Because of the enormous task of pricing all 1059 items and comparing that price

with the price of a similar item in the commercial marketplace, a 20% sample of the 1059 items was chosen for the study. Overall, we analyzed over 300 high demand line items and selected the 212 line items (top 20%) that had accurate GSA cost data, were available locally, and were similar to or exactly equivalent to a GSA item. The 212 items chosen were not randomly picked, but were the highest selling items measured in dollar-volume over a six-month period (two quarters). The remaining 88 items were not used because of the following: insufficient GSA cost data (17 items), could not find or match exact item (20), or they did not qualify because of very low sales (51 items).

The initial database, Appendix A, which consists of each item's nomenclature, SERVMART selling price, six months demand data, and six-month total sales per line item was provided by FISC Oakland in November 1994. Sales were computed by multiplying SERVMART's unit selling price by each item's six months demand. The second database, Appendix B, was developed from Appendix A and includes the 212 highest selling items. Appendix B shows the GSA cost of each item supplied to SERVMART Alameda, SERVMART's operating cost given as a percentage of each dollar of sales, adjusted SERVMART cost, retail cost, difference between the adjusted SERVMART and retail costs, and finally the total cost to the government. These costs are discussed in detail later in this chapter.

B. GSA MARKUP

GSA's econometrics model is designed to calculate estimates of the total cost to the taxpayer for all the effort involved in procurement and distribution of a given item. The model calculates estimates of the amount of cost in each program category for each item of

supply. This model allows GSA to incorporate a markup to price their items according to their cost of procurement plus storage, handling, and transportation.[Ref.8]

C. COST RELATED DIRECTLY AT SERVMART

There are numerous costs associated with the operation of a SERVMART facility. The costs discussed below were obtained from interviews with the Comptroller, FISC Oakland and the SERVMART Alameda Inventory Manager and are broken down into labor and non-labor costs.

1. SERVMART Alameda Labor Requirements and Costs

Currently five people are required to operate SERVMART: an Inventory Manager, a Supply Technician, two Supply Clerks, and a warehouse worker. The Inventory Manager (GS-7) plans, coordinates, and directs the inventory management of SERVMART Alameda. He/she maintains record integrity of the SERVMART Master Inventory File and reviews all output reports and listings necessary to attain an Electronic Point of Sale (EPOS) goal of stocking 97% of all line items when demanded by SERVMART customers. Additionally, the Inventory Manager actively interfaces with SERVMART customers to determine the degree of customer satisfaction and with store personnel to ensure conformance to established inventory, warehousing, sales, and safety rules and regulations. The Inventory Manager analyzes customer shopping lists and submits requests for item establishment to the SERVMART Division Director to enhance store effectiveness.

The Supply Technician (GS-6) is responsible for the professional control and inventory management of all retail items assigned. The Supply Technician determines and maintains stock requirements, distributes and disposes of excesses, takes action on

discrepancies and performs other item management duties. The two Supply Clerks (GS-5) perform the sale of retail stock, provide support of inventory control, storage, distribution, cataloging, property utilization, or other related supply activities including those associated with mechanized or manual accounting systems [Ref. 9].

The major duties of the warehouse worker (GS-5) are receiving and picking up supplies, checking quantities against shipping documents and reporting any irregularities. He/she stores the material manually with the assistance of hand-operated material handling equipment and issues or delivers supplies as required. He/she is also required to work the cash registers, post receipts and issue on stock record cards through an established computer software program and assist the manager as requested.

The direct labor cost for the five SERV MART employees was \$92,407 for the period of this study [Ref. 10]. This figure was provided by the Comptroller of FISC Oakland and includes all monetary awards distributed during this time frame and all employee fringe benefits, which amount to approximately 22% of the earnings of each employee and include thrift savings, retirement, health benefits, and life insurance.

Another labor cost that is associated with the SERV MART operation is the overhead labor cost. This cost is identified as a percentage of the monthly salaries of both the Department Director (GS-14) and the SERV MART Division Director (GS-11). These positions are not involved in a day-to-day capacity with SERV MART but do apply a certain percentage of their time in a supervisory role. The SERV MART Division Director's duties and responsibilities are balanced between SERV MART Alameda and SERV MART Treasure Island. For this thesis analysis the Comptroller recommended using 20% of the Department

Director's monthly salary and 50% of the SERVMART Division Director's salary to estimate the overhead labor cost. For the six-month period, the total overhead labor cost is therefore \$20,994 [Ref. 10].

Finally, the Total Labor Cost associated with SERVMART Alameda for the six months is therefore \$113,401; that is

| | |
|--|------------------|
| Total Direct Labor Cost | \$ 92,407 |
| Total Overhead Labor Cost | <u>\$ 20,994</u> |
| Total Labor Cost (per six-month period) | \$113,401. |

2. SERVMART Alameda Non-labor Requirements and Costs

The SERVMART non-labor costs can be broken down into the following cost categories: utilities, maintenance, transportation, communications, office equipment, and mission support. The analysis of these requirements and costs is provided below:

a. *Building Utilities and Maintenance Costs*

FISC Oakland is required to pay for the utilities used in the SERVMART warehouse as well as upkeep of the building located at NAS Alameda. Electricity, steam/gas, water (for drinking, cleaning, and on site lavatory) and sewage costs have been calculated with information provided by FISC Oakland [Ref. 10]:

| | |
|--|-----------------|
| Electric Power Cost | \$ 6,700 |
| Steam/gas Cost | \$ 3,800 |
| Water Cost | \$ 2,800 |
| Sewage Cost | <u>\$ 2,300</u> |
| Total Utility Cost (per six-month period) | \$15,600. |

Use of the SERV MART building itself requires routine maintenance and janitorial service. These services include janitorial supplies, general maintenance, light bulbs, and fixtures. FISC Oakland also provided the Maintenance of Real Property (MRP) and Janitorial Service figures for the SERV MART warehouse [Ref. 10].

| | |
|---|---------------|
| Total MRP Cost | \$ 600 |
| Total Janitorial Cost | <u>\$ 600</u> |
| Total MRP & Janitorial Cost (per six-month period) | \$1,200. |

b. Distribution/Transportation Costs

SERV MART Alameda currently has one van assigned to be used to pick up and deliver material as required. SERV MART is charged by the Public Works Department at NAS Alameda the vehicle rental rate of \$320.00 per month for the use of the one van. This rate includes the cost of operating the vehicle such as the maintenance and fuel costs [Ref. 10].

| | |
|---|-----------|
| Total Transportation Cost (per six-month period) | \$ 1,920. |
|---|-----------|

c. Communication and Office Equipment Costs

An integral part of the SERV MART Operation are the communication systems which include telephones and electronic beepers. Office Equipment costs include the leasing of one copy machine. The remaining office equipment, such as the computers and printers, is provided by FISC Oakland and is not considered part of the SERV MART operating expenses. FISC Oakland distributed these equipment costs to a separate cost center. Another associated cost is the servicing and upkeep of the EPOS computer system utilized at SERV MART [Ref. 10].

| | |
|---|-----------------|
| Communication Cost | \$ 1,500 |
| Office Equipment Cost | \$ 600 |
| EPOS System Cost | <u>\$ 7,500</u> |
| Total Communication and Office Equipment (per six-month period) | \$ 9,600. |

d. Mission Support Cost

There are several other expenses associated with the SERV-MART operation. Mission Support expenses such as travel and training dollars were provided by FISC Oakland and represent the amount that was allocated for these areas [Ref. 10]:

| | |
|--|-----------------|
| Travel Cost | \$ 950 |
| Training Cost | <u>\$ 1,500</u> |
| Total Mission Support Cost (per six-month period) | \$ 2,450. |

3. Summary of SERVMART Alameda Labor and Non-labor Costs

In order to determine the total six-month operating costs associated with operating SERVMART Alameda, the Total Labor Cost is added to the Non-Labor Costs.

| | |
|---------------------------------|-----------------|
| <u>Expense Item</u> | |
| Labor | \$113,401 |
| Utilities | \$ 15,600 |
| MRP | \$ 1,200 |
| Transportation | \$ 1,920 |
| Communication | \$ 9,600 |
| Mission Support | <u>\$ 2,450</u> |
| Total Six-Month Operating Costs | \$144,171. |

Currently, SERVMART Alameda does not reflect this operating cost in its final selling price to its customers. It is SERVMART's policy to charge the customer the same unit price paid in purchasing the item from GSA or another source. However, in this study,

the researchers add back into the SERVMART selling price all the so called "hidden costs" outlined above to reflect a more accurate cost of each item sold at SERVMART.

To accomplish this, the Total Six Month Operating Cost is divided by the Total Six Month Sales:

$$\frac{\text{Total Six-Month Operating Cost}}{\text{Total Six-Month Sales}} = \frac{\$144,171}{\$865,000} = 17\%$$

This percentage of operating costs to sales is used to provide an estimate of the Adjusted SERVMART Selling Price. The SERVMART Selling Price is then multiplied by 1.17 (which is 1.00 + .17) to obtain the Adjusted SERVMART Selling Price. The following example is provided:

| <u>Nomenclature</u> | <u>GSA Purchase Price</u> | <u>SERVMART Selling Price</u> | <u>Operating Cost</u> | <u>Adjusted SERVMART Selling Price</u> |
|---------------------|---------------------------|-----------------------------------|---------------------------|--|
| Xerox Paper | \$22.57 | \$31.51 | x 1.17 | = \$36.87 |

D. COST COMPARISON WITH OUTSIDE COMMERCIAL VENDORS

At this point in our study a cost comparison was conducted between the 212 highest sale items located at SERVMART Alameda with similar items obtained from nearby commercial vendors. It was the intention of the researchers to see if the SERVMART customers could still purchase consumables from local vendors without a reduction in fleet readiness if the SERVMART operations were closed or eliminated. The commercial vendors that were selected by the authors were Office Depot , Home Depot , and American Restaurant Supply. These three vendors are representative of available local vendor sources because of their location, selection, quality, and competitive prices.

To assure a fair comparison, exact items were compared. This resulted in an extensive analysis of each item located at SERVMART through visual inspection or with detailed descriptions in the FEDLOG publication located at the Naval Postgraduate School, Supply Department Open Purchase section. Once a similar or exact item was found at one of the commercial vendors, its retail price was logged into the database.

A difference between this price and the adjusted SERVMART selling price would indicate whether or not a customer, and therefore the government, would experience a cost savings by purchasing their consumables at local vendors.

Appendix A provides a listing of the material SERVMART Alameda stocked along with unit price and demand (June 1994 through December 1994) and identifies those items representing the majority of sales. Appendix B compares the total cost (procurement, GSA surcharge, and SERVMART's cost) to the U.S. Government of the highest selling items (the 212) to the total cost of obtaining the same material from local merchants. Appendix C and Appendix D separate out and provide the same information as Appendix B for all paper products and cleaning chemicals, respectively. These appendices were used to show the cost savings that can be obtained if GSA was the primary supplier without SERVMART. It should be noted that the authors' definition of paper products includes more than just office supplies (e.g., Xerox paper and tabulating paper), it also includes paper towels, napkins, post-its, and any other product made of paper.

This study shows that the government realizes a total annual cost savings of \$110,312 for the 212 items compared. (See Appendix B) Consequently, it appears economically prudent for the SERVMART customers to continue purchasing consumable items at

SERVMART. However, Appendices C and D indicate an annual cost savings of \$229,142 if paper products and cleaning supplies are purchased directly from GSA. The data obtained from these appendices are semi-annual figures; therefore, they were multiplied by two to show an annual savings.

Paper products annual savings \$149,950 = (\$74,975 x 2)

Cleaning supplies annual savings \$ 79,192 = (\$39,596 x 2)

Total annual savings through GSA \$229,142

The next chapter discusses the survey results to see if customers want to continue using SERVMART or would rather use local vendors or other government sources for their consumable needs.

IV. PRESENTATION AND ANALYSIS OF CUSTOMER SURVEY

A. SURVEY DISTRIBUTION

An additional dimension of this thesis was obtained from a survey completed by SERVMART customers. We identified 25 customers from different commands from the SERVMART "log-in" sheet dated August 1995 and asked these customers to complete the survey. Twenty-two customers completed the survey (a response rate of eighty-eight percent) and they represent approximately forty-four percent of all the commands SERVMART Alameda supports. These 22 respondents represent almost half of the SERVMART customer base upon which we can draw conclusions. The customers involved in the survey are listed in Table 1.

Table 1
SERVMART Survey Respondents

USNS MERCY
NAS ALAMEDA (Administrative Department)
TREASURE ISLAND FIRE DEPT
NAS ALAMEDA (BRAC)
NAS ALAMEDA (Self Help)
COMMANDER, LOGISTIC GROUP ONE
COMMANDER, NAVAL AIR PACIFIC (Material Representative)
TREASURE ISLAND GALLEY
TRANSIENT PERSONNEL UNIT TREASURE ISLAND
USS CARL VINSON
SHORE INTERMEDIATE MAINTENANCE ACTIVITY SAN FRANCISCO
U.S. MARINE CORP CONCORD
USS SAMUEL GOMPERS
USS ABRAHAM LINCOLN
UNITED STATES COAST GUARD STATION RIO VISTA
TREASURE ISLAND (BRAC)
FLEET HOSPITAL SUPPORT OFFICE
TREASURE ISLAND (Self Help)
NAS ALAMEDA (Public Affairs Office)
MARINE AIR GROUP 46
NAVY LIAISON UNIT
NAVAL REGIONAL CONTRACTING CENTER

Thirty-six percent of the SERV MART surveys were completed at the SERV MART Alameda warehouse while the remaining were sent directly to the customers with a follow-up telephone call to verify if they did, in fact, receive it.

B. SURVEY RESPONSE DATA

The survey questions and associated response data are presented on the following pages.

QUESTION ONE:

The first survey question was designed to provide the authors with background information on the respondent. It could be rationalized that an organization who uses SERV MART would have a better understanding of its purpose and operation than one who doesn't use SERV MART at all or very infrequently. More would be at stake for organizations who frequently use SERV MART if SERV MART was to be eliminated, and therefore their informed responses were more germane to this study.

How often does your organization use SERV MART?

SURVEY RESPONSES FOR QUESTION ONE WERE:

| | |
|---------------------------------|-----|
| 0 visits quarterly | 0% |
| 1-3 visits quarterly | 32% |
| 4-6 visits quarterly | 18% |
| greater than 6 visits quarterly | 50% |

The majority of respondents (50%) indicated that they visit SERV MART more than six times per quarter. Only (32%) indicated they visit SERV MART one to three times a quarter. Since such a high number of the respondents frequently use SERV MART, the authors felt the responses would reflect knowledgeable and serious costumers.

QUESTION TWO:

The second survey question identified the types of items the customer was looking for at SERVMART.

What are the most common items your organization purchases from SERVMART?

SURVEY RESPONSES FOR QUESTION TWO WERE:

| | | | |
|------------------|-----|-------------------|-----|
| tools | 14% | clothing | 5% |
| office supplies | 95% | cleaning supplies | 60% |
| cooking supplies | 14% | others | 5% |

Almost all of the respondents (95%) stated they purchased office supplies and 60 percent of the respondents purchased cleaning supplies. This indicates that the customers use SERVMART mainly to satisfy their demand requirements for office and cleaning supplies.

QUESTION THREE:

One of the main benefits that FISC Oakland wants to provide its customers is a convenient location, one which is readily accessible to its customers. If it is not meeting this objective, it is failing to provide a benefit that is of major importance to the customers.

How accessible is the SERVMART outlet to your organization?

SURVEY RESPONSES TO QUESTION THREE WERE:

| | |
|----------------------|-----|
| less than 1 mile | 50% |
| 1-3 miles | 9% |
| 3-5 miles | 0% |
| greater than 5 miles | 41% |

Fifty percent of the respondents indicated that SERVMART is within one mile their organization. Thus, the location should be convenient for the customer. The survey

indicates that forty-one percent of the respondents are traveling in excess of five miles to shop at SERV MART Alameda. This is primarily due to the fact that Naval Station Treasure Island SERV MART closed before this study started and its customers are now required to use SERV MART Alameda.

QUESTION FOUR:

The fourth survey question simply asked if the customer was satisfied with the SERV MART operation. More specifically, the respondents indicated whether or not they were able to locate the items they went to purchase at SERV MART.

Are you satisfied with the item availability rate at SERV MART?

SURVEY RESPONSES TO QUESTION FOUR WERE:

| | |
|-----|-----|
| yes | 14% |
| no | 86% |

The high number of no responses (86%) indicate that the customers are not able to satisfy their requirements at SERV MART because they can't find the item on the shelf. If this is the case, the customer either buys a substitute item or returns to their organization without the material. If the customer still requires the item, they must submit an open purchase requisition to FISC Oakland for processing. This high percentage was not a surprise to the authors because during the data gathering phase it was determined that SERV MART Alameda had a material availability rate of only seventy-five percent of the 300 highest sales items.

QUESTION FIVE:

This survey question asked how a customer felt about the quality and price levels at

SERVMART. Responses indicate the perceptions of the customers and whether or not they believe they are receiving the best available quality at a price they feel is reasonable.

Does SERVMART provide the best available quality at the lowest price?

SURVEY RESPONSES TO QUESTION FIVE WERE:

| | |
|---------|-----|
| yes | 50% |
| no | 41% |
| unknown | 9% |

The majority of the respondents (50%) favorably indicated that SERVMART does provide the best available quality at the lowest price. Their comments on the survey indicated that the items available at SERVMART were cheaper than at commercial vendors and they attributed this to the government's ability to purchase in large quantities at discounted prices. Forty-one percent of the respondents indicated that either higher quality or lower prices can be found in the local area (e.g., Office Depot, Home Depot, etc.). Of the forty-one percent, the majority of the respondent's comments indicate that commercial vendors offer lower prices and brand name quality items.

QUESTION SIX:

The purpose of question six was to indicate how often the respondents are purchasing items that do not meet all of their needs because the SERVMART selection is inadequate. All too often customers will settle on an item, not because it satisfies their needs, but because it is simply the only item available for purchase. An example of this is when a customer requires small plastic cups and only large plastic cups are available at SERVMART. Depending on the time requirements of the customer, (e.g., perhaps their ship deploys within a day) the customer will inevitably settle for the large cups because there is not enough time

to open purchase the cups they need.

Do you find yourself purchasing material that is not meeting 100% of your expectations due to SERV MART's selection?

SURVEY RESPONSES TO QUESTION SIX WERE:

| | |
|--------------|-----|
| always | 9% |
| often | 27% |
| occasionally | 46% |
| seldom | 18% |
| never | 0% |

The percentage of "never" responses (0%) indicates that examples similar to the one stated above are taking place at SERV MART. The inadequate SERV MART selection, whether not on the shelf or not carried, causes the customers to purchase items not fulfilling their needs and lowers customer service levels.

QUESTION SEVEN:

The seventh survey question was designed to determine what benefits the customers perceive they are gaining by using a SERV MART. All 22 respondents answered this question and many of them provided more than one comment.

What benefits do you gain from using SERV MART?

SURVEY RESPONSES TO QUESTION SEVEN ARE LISTED IN TABLE 2:

Table 2

SERVMART Customer Benefits

| <u>Number of Responses</u> | <u>Benefits</u> |
|----------------------------|--|
| 17 | Accessibility and convenience of SERVMART |
| 4 | Paperwork is less than with Open Purchases |
| 4 | No benefits identified |
| 1 | Cheaper prices |
| 1 | Customers are familiar with the SERVMART process |
| 1 | Selection of items is good |
| 1 | Short waiting time to acquire items on order |
| 1 | Customer service |

Seventy-seven percent of the respondents agree that the main benefit of SERVMART is its accessibility. This survey question also found that eighteen percent of the respondents did not perceive any benefits associated with SERVMART.

QUESTION EIGHT:

The purpose of survey question eight was to determine the willingness of the respondents to seek other sources for their consumable requirements. The question identifies a trade-off between the attractiveness of a lower cost item versus the lost benefits associated with the SERVMART operation. These benefits were already identified and outlined in the previous question.

Are you willing to forego the benefit(s) if you can get the same item at a lower cost at a local commercial vendor?

SURVEY RESPONSES TO QUESTION EIGHT WERE:

| | |
|-----|-----|
| yes | 73% |
| no | 27% |

The high number of positive responses (73%) indicates there is a willingness to use local commercial vendors. The responses also indicate the importance the respondents place on lower cost vice the benefits of the SERV MART operation.

QUESTION NINE:

Survey question nine was similar to the previous question in that it determined the willingness of the respondents to use local commercial vendors for their consumable needs. This question tried to determine if the customer would still be willing to forego the SERV MART benefits and utilize commercial vendors, even if there was no price advantage at SERV MART.

Are you willing to forego the benefits if you could get the same item at the same cost at a local commercial vendor?

SURVEY RESPONSES TO QUESTION NINE WERE:

| | |
|-----|-----|
| yes | 45% |
| no | 55% |

The majority of responses (55%) reflect the importance the respondents place on cost and how it relates to SERV MART benefits. More than half of the respondents clearly are not willing to purchase same cost items from commercial vendors and loose the SERV MART benefits they have been accustomed to receiving. On the other hand, forty-five percent of the respondents perceive that the benefits of a commercial vendor outweigh the benefits of SERV MART when the same item at the same cost is being compared.

QUESTION TEN:

The response to survey question ten was used to determine if the organizations who

use SERVMART can still satisfy their mission and readiness requirements with the use of local vendors.

If the SERVMART was eliminated in your area, could you still carry out your mission with the use of local vendors?

SURVEY RESPONSES TO QUESTION TEN WERE:

| | |
|-----|------|
| yes | 100% |
| no | 0% |

The overwhelming response indicates that if SERVMART were to be eliminated, the customers could still function and conduct business as usual with the use of local vendors. The commercial vendors can provide all essential items necessary for the organizations to carry out their mission. Those items that are military specific (e.g., award binders and canvas memo books) could still be purchased through the normal requisition process.

QUESTION ELEVEN:

Survey question eleven provided the researchers with the customer perceived benefits gained by using local vendors. Office Depot is used to give the respondent an example of the discount warehouses available to them.

What benefit(s) could you gain by using a local vendor like Office Depot?

SURVEY RESPONSES TO QUESTION ELEVEN ARE LISTED IN TABLE 3:

Table 3

| Local Vendor Customer Benefits | |
|--------------------------------|--|
| <u>Number of Responses</u> | <u>Benefits</u> |
| 7 | Better selection than SERV MART |
| 6 | Better quality than SERV MART |
| 5 | Item availability is greater |
| 4 | Cheaper prices than SERV MART |
| 3 | No benefits identified |
| 2 | Local vendors are more conveniently located |
| 2 | Better customer service at local vendors |
| 1 | New and improved products |
| 1 | Buy exactly what you want and when you want it |

Eighty-two percent of the customers identified they would receive better selection, quality, and availability by using local vendors such as an Office Depot . Eighteen percent of the respondents perceived the local vendors to have cheaper prices than SERV MART. However, fourteen percent failed to identify any benefits at all in using local vendors.

QUESTION TWELVE:

Survey question twelve allowed the respondents to provide their own recommendations and suggestions to improve the SERV MART operation. Approximately sixty-four percent of the respondents answered this question and provided more than one suggestion.

What suggestions can you offer to improve the SERV MART operation?

SURVEY RESPONSES TO QUESTION TWELVE ARE LISTED IN TABLE 4:

Table 4

| Customer Recommendations | |
|--------------------------|--|
| Number of Responses | <u>Suggested Improvements</u> |
| 8 | No improvements identified |
| 5 | Increase material on the shelf (depth) |
| 4 | Larger selection (range) |
| 2 | Better quality |
| 2 | Increase manpower |
| 2 | Make customer satisfaction a higher priority |
| 2 | Get organized |

Fifty percent of the respondents would like a greater variety (range and depth) and quality at SERVIMART. Yet, thirty-six percent of the respondents did not suggest any improvements to the SERVIMART operation. This could be attributed to the respondents unwillingness to take the time to answer the question or their total satisfaction with the SERVIMART operation.

C. SUMMATION OF RESULTS

In summary, the findings are:

- 86% of all the respondents are **not** satisfied with the item availability rate of the SERVIMART. The customers have indicated that they cannot find the required item on the shelf. This reduces the organization's effectiveness and increases their labor time requirements to purchase these needed items.
- 82% of the respondents either always, often, or occasionally purchase items from the SERVIMART that do not meet their requirements because the actual item they need is not on the shelf or not carried at the SERVIMART.
- 77% of the respondents identified that the benefit of SERVIMART Alameda is the accessibility of the facility to their organization. However, 73% of the respondents would forego this benefit if they could purchase the same item at a lower cost at a local vendor.

- 100% of all respondents stated that local vendors could provide all their consumable item needs in a way that fleet readiness and mission requirements would not suffer.

From the survey results we conclude that the SERVMART customers are not satisfied with the current SERVMART operation at NAS Alameda. There is also a clear willingness of the respondents to forego the SERVMART benefits and use commercial vendors for their consumable needs.

V. SUMMARY, CONCLUSIONS, AND RECOMMENDATIONS

In this chapter the researchers respond to the primary research question, "Can the Navy financially benefit by eliminating the SERVMART operation and still maintain the same or better customer service levels through the use of local vendors?" based on the data, analysis, and responses to the SERVMART customer survey in the previous chapters. The subsidiary questions identified in Chapter I are also addressed in this chapter.

A. SUMMARY

Chapter I provided the necessary background information on the ever-changing political environment with the focus on more stringent fiscal constraints on DoD. Chapter I also provided the focus of research, scope, and organization for this thesis. Chapter II explained the difference between consumables and repair parts. It also identified the mission, requirements, and benefits of a SERVMART operation. Chapter III provided the database formulation and methodology for this study. More specifically, this data represented the initial purchase price of the consumable item, GSA surcharge, and all labor and non-labor costs of the SERVMART operation at FISC Oakland. Additionally Chapter III provided a comparison of the total cost of 212 highest selling items inventoried at SERVMART to similar items sold by commercial vendors in the Oakland area. Appendix C and D provided the cost savings that can be obtained if paper products and cleaning supplies are purchased directly from GSA.

Chapter IV provided the results of the SERVMART Customer Survey which

identified the benefits of the SERVMART operation and the satisfaction levels of its customers.

B. CONCLUSIONS

Our research has shown that the Navy can financially benefit by eliminating the SERVMART operation and still maintain the same or better customer service levels through the use of local vendors and GSA Supply Centers for specific commodities and military specific items. There would be an immediate reduction in annual operating costs of \$288,342 if SERVMART Alameda were to be closed.

However, our data also show that the customers would pay a higher price of \$110,312 annually to purchase the 212 highest selling items at commercial vendors vice at the SERVMART even when the annual operating costs are included in the SERVMART's prices. This is a significant finding. We had originally thought that SERVMART items would be more expensive than commercially purchased items because of the additional cost of operating a SERVMART facility. If cost savings was the deciding factor in this study, the authors would have to conclude that the SERVMART should not be eliminated.

Only after tabulating the customer survey results did we understand how the customer felt towards the SERVMART operation. Our customer survey showed that SERVMART Alameda customers wanted the selection, quality, and availability that local vendors and GSA offered and SERVMART did not. More specifically, eighty-six percent were not satisfied with the SERVMART operation and seventy-three percent were willing to forego the SERVMART benefits, which are mainly location and

reduction of paperwork associated with purchasing material, and use commercial vendors for their consumable needs.

In an effort to save the taxpayers more money by eliminating the SERVMART and, at the same time, improve the customer service levels of the SERVMART customers, the authors examined certain consumable items such as paper products, cleaning chemicals, and military specific items which were either less expensive or only available through government agencies like GSA. The remaining consumable items could be purchased at local commercial vendors, which have already been identified by the customers as providing improved selection, quality, availability, customer service, and price. Our data analysis show that if the SERVMART customers purchased their paper products and cleaning supplies directly from GSA, an annual savings of at least \$229,142 could be achieved. This savings was derived from just those paper products and cleaning supplies identified from the list of the 212 highest selling items examined in Chapter III.

The problem, of course, of purchasing directly from GSA is the longer procurement lead time than that associated with having the material readily available at SERVMART. However, with the close proximity of GSA Stockton to FISC Oakland, GSA offers a very fast service for customers submitting facsimile or telephone orders. If the total weight of the order is less than 400 pounds, the order is shipped within 24 hours via United Parcel Service (UPS) to the customer. If the order is greater than 400 pounds, it is shipped via truck within three to four days. In addition, GSA allows multiple items to be procured on one requisition similar to SERVMART [Ref. 11]. Along with these cost savings and GSA's attempt to compete with commercial vendors and improve their

customer service, the customers could experience greater satisfaction than with the SERVMART operation.

B. RECOMMENDATIONS

Base on this research, it is our recommendation that SERVMART Alameda be eliminated and that the customers be allowed to use a combination of GSA Stockton and local vendors for their non-military consumable item needs. We recommend that the customers purchase paper products and cleaning supplies from GSA and the remaining consumable items at local commercial vendors.

Additionally, our research suggests that an even greater savings could be obtained if the customers compared prices between GSA and local vendors. We feel customers could use this competition between suppliers to their advantage and save on their consumable expenditures. Fleet readiness would also improve due to the ability of GSA and local vendors to provide the selection, quality, availability, and price that the SERVMART customers demand yet SERVMART does not provide.

The main focus of this study was SERVMART Alameda and it was not intended to be used as a benchmark for all SERVMART locations. However, further research is recommended to see if the U.S. Government can benefit from applying this study to other SERVMART locations. We also recommend that SERVMARTs located in isolated areas without a commercial vendor base improve their operation by offering the selection, availability, quality, and price their customers desire.

APPENDIX A: SERVMART ALAMEDA LISTING

| FSCM | NIIN | NOMENCLATURE | COG | UI | SERVMART SELLING PRICE | 6 MONTH DEMAND | 6 MONTH SALES |
|------|-----------|---------------------------------|-----|----|---------------------------|-------------------|------------------|
| 8405 | 000011549 | PARKA, WET WEATHER MED. GREEN.. | 9Q | EA | \$29.50 | 6 | \$177.00 |
| 8405 | 000011550 | PARKA, WET WEATHER <LARGE> | 9D | EA | \$21.80 | 2 | \$43.60 |
| 6850 | 000014194 | PASTE, WATER INDICATOR | 9G | TU | \$1.38 | 52 | \$71.76 |
| 7530 | 000196674 | PAPER, TELETYPEWRITER ROLL 2PLY | 9Q | RO | \$5.72 | 12 | \$68.64 |
| 7340 | 000221315 | FORK, PLASTIC PICNIC | 9Q | HD | \$3.01 | 897 | \$2,699.97 |
| 7340 | 000221316 | KNIFE, PLASTIC, PICNIC | 9Q | HD | \$2.97 | 467 | \$1,386.99 |
| 7340 | 000221317 | SPOON, PLASTIC HEAVY DUTY | 9Q | HD | \$3.55 | 357 | \$1,267.35 |
| 4240 | 000222946 | AURAL PROTECTOR, SOUND | 9G | EA | \$5.15 | 78 | \$401.70 |
| 7520 | 000433408 | MARKER, BLACK, PERMANENT INK | 9Q | EA | \$0.19 | 39 | \$7.41 |
| 8135 | 000435331 | PLASTIC WRAP, SARAN | 9Q | RO | \$2.28 | 37 | \$84.36 |
| 7510 | 000454358 | TAB, CLEAR PLASTIC PENDFLEX | 9Q | BX | \$2.97 | 70 | \$207.90 |
| 7930 | 000456912 | WAX REMOVER, CONCENTRATED 5 GL | 9Q | CN | \$12.47 | 168 | \$2,094.96 |
| 7930 | 000456923 | REMOVER, FLOOR POLISH | 9Q | GL | \$3.11 | 1555 | \$4,836.05 |
| 7510 | 000459505 | CARD PROTECTORS, PLASTIC, CLEAR | 9Q | PG | \$4.48 | 22 | \$98.56 |
| 8415 | 000511173 | APRON, FOOD HANDLERS | 9Q | EA | \$3.85 | 40 | \$154.00 |
| 8020 | 000517098 | BRUSH, ARTISTS | 9Q | EA | \$1.49 | 54 | \$80.46 |
| 4240 | 000523776 | GOGGLES, INDUSTRIAL | 9Q | PR | \$1.42 | 812 | \$1,153.04 |
| 7105 | 000528686 | PICTURE FRAME, 11X14" | 9Q | EA | \$3.33 | 83 | \$276.39 |
| 7105 | 000528689 | PICTURE FRAME, 8-1/2X11" | 9Q | EA | \$1.86 | 166 | \$308.76 |
| 7105 | 000528697 | PICTURE FRAME, 10 X 14" | 9Q | EA | \$4.77 | 109 | \$519.93 |
| 7105 | 000528698 | FRAME PICTURE 8 X 10 | 9Q | EA | \$2.81 | 683 | \$1,919.23 |
| 7510 | 000539662 | TAB, CLEAR, PENDAFLEX H/F | 9Q | BX | \$3.95 | 31 | \$122.45 |
| 5120 | 000576283 | PLIERS, WIRING 4-1/4" | 9Q | EA | \$12.70 | 19 | \$241.30 |
| 6515 | 000595235 | APPLICATOR, COTTON SWAB 6" | 9Q | PG | \$2.78 | 251 | \$697.78 |
| 5120 | 000596711 | PLIERS, PARROT NOSE | 9Q | EA | \$11.66 | 26 | \$303.16 |
| 7340 | 000606057 | KNIFE, TABLE ENLISTED, SERRATED | 9Q | BX | \$43.63 | 42 | \$1,832.46 |
| 7920 | 000610037 | SCRUB BRUSH | 9Q | EA | \$2.17 | 75 | \$162.75 |
| 7920 | 000610038 | SCRUB BRUSH | 9Q | EA | \$4.19 | 319 | \$1,336.61 |
| 7240 | 000611163 | PLASTIC PAIL | 9Q | EA | \$1.99 | 478 | \$951.22 |
| 8040 | 000618303 | ADHESIVE | 9Q | KT | \$5.42 | 20 | \$108.40 |
| 5120 | 000618541 | HAMMER, BALL PEEN 12" 8-OZ | 9Q | EA | \$8.79 | 12 | \$105.48 |
| 5120 | 000618542 | HAMMER, BALL PEEN 13" 12-OZ | 9Q | EA | \$9.09 | 36 | \$327.24 |
| 5120 | 000618543 | HAMMER, BALL PEEN 14 1/2" 16-OZ | 9Q | EA | \$8.79 | 39 | \$342.81 |
| 5120 | 000618546 | HAMMER, BALL PEEN 16" 32-OZ | 9Q | EA | \$11.96 | 30 | \$358.80 |
| 5120 | 000620813 | SCREWDRIVER 3X16X6 | 9Q | EA | \$1.31 | 35 | \$45.85 |
| 5120 | 000625413 | SCREWDRIVER | 9Q | SE | \$6.59 | 71 | \$467.89 |

| FSCM | NIIN | NOMENCLATURE | COG | UI | SERVMART SELLING PRICE | 6 MONTH DEMAND | 6 MONTH SALES |
|------|-----------|---------------------------------|-----|----|---------------------------|-------------------|------------------|
| 6850 | 000632842 | BLEACH, LAUNDRY, DRUM | 9Q | DR | \$40.00 | 14 | \$560.00 |
| 7930 | 000681669 | DETERGENT, GENERAL PURPOSE | 9Q | CO | \$2.04 | 360 | \$734.40 |
| 8340 | 000687908 | DROP CLOTH, PLASTIC | 9Q | EA | \$2.73 | 37 | \$101.01 |
| 5975 | 000742072 | STRAP, TIEDOWN | 9G | HD | \$1.18 | 106 | \$125.08 |
| 7510 | 000745124 | TAPE, PRESSU GREEN | 9Q | RO | \$6.03 | 219 | \$1,320.57 |
| 5210 | 000783905 | TAPE, MEASUR | 9Q | EA | \$3.53 | 97 | \$342.41 |
| 7330 | 000785706 | CHOPPING BOARD, FOOD | 9Q | EA | \$14.24 | 43 | \$612.32 |
| 7520 | 000790288 | MARKER, TUBE | 9Q | DZ | \$2.83 | 39 | \$110.37 |
| 7510 | 000797906 | TAPE, PACKAGING 2" | 9Q | RO | \$1.90 | 383 | \$727.70 |
| 8115 | 000798823 | BOX, SHIPPING 20X20X20" | 9Q | EA | \$2.17 | 824 | \$1,788.08 |
| 5120 | 000812305 | WRENCH SET, SOCKET | 9Q | SE | \$16.50 | 43 | \$709.50 |
| 5120 | 000812307 | WRENCH SET | 9Q | SE | \$102.01 | 31 | \$3,162.31 |
| 8030 | 000812339 | SEALING COMPOUND | 9Q | BT | \$0.77 | 22 | \$16.94 |
| 5340 | 000813381 | SEAL, SELF LOCKING | 9Q | HD | \$5.85 | 182 | \$1,064.70 |
| 7510 | 000822520 | TAPE, PRESSU | 9Q | RO | \$0.37 | 126 | \$46.62 |
| 7510 | 000822521 | TAPE, SCOTCH, 1/2" | 9Q | RO | \$0.30 | 148 | \$44.40 |
| 7530 | 000822661 | LABEL, WHITE 3X3X1/2" | 9Q | BX | \$8.18 | 78 | \$638.04 |
| 7530 | 000822662 | LABEL, GUMMED WHITE | 9Q | BX | \$15.62 | 84 | \$1,312.08 |
| 7210 | 000825668 | BLANKET GRAY WOOL 60X84 | 9D | EA | \$23.20 | 125 | \$2,900.00 |
| 7350 | 000825741 | CUP, ENLISTED PLASTIC | 9Q | BX | \$10.53 | 107 | \$1,126.71 |
| 8415 | 000826108 | APRON, IMPERMEABLE, RUBBER, BLK | 9D | EA | \$13.20 | 88 | \$1,161.60 |
| 7510 | 000833951 | RIBBON, TYPEWRITER | 9Q | EA | \$0.88 | 57 | \$50.16 |
| 7240 | 000893827 | CONTAINER, WATER PLASTIC 5GAL | 9C | EA | \$8.93 | 5 | \$44.65 |
| 8115 | 000994378 | BOX, STORAGE PLASTIC | 9Q | EA | \$0.67 | 35 | \$23.45 |
| 8115 | 000994379 | BOX, PLASTIC SML PARTS | 9Q | EA | \$0.54 | 88 | \$47.52 |
| 7310 | 000996916 | COFFEE FILTER, 9-1/4" | 9G | MX | \$8.07 | 72 | \$581.04 |
| 6505 | 001009985 | ASPIRIN, 5 GRAIN, 100 PER BT | 9L | BT | \$0.56 | 50 | \$28.00 |
| 5640 | 001032254 | TAPE, DUCT, GRAY | 9Q | EA | \$2.71 | 1751 | \$4,745.21 |
| 5120 | 001039743 | SCREWDRIVER SET, FLAT TIP | 9Q | SE | \$8.54 | 117 | \$999.18 |
| 5835 | 001060421 | CASSETTE TAPE, 60 MINUTE | 9Q | EA | \$0.62 | 123 | \$76.26 |
| 7520 | 001069840 | PEN SET, DESK | 9Q | SE | \$1.76 | 50 | \$88.00 |
| 6850 | 001104498 | DRY CLEANING SOLVENT | 9G | PT | \$1.76 | 178 | \$313.28 |
| 7930 | 001131913 | CLEANING COMPOUND | 9Q | CO | \$2.84 | 40 | \$113.60 |
| 8115 | 001178249 | BOX, SHIPPING 14-3/4X12X9-1/2" | 9Q | EA | \$1.40 | 300 | \$420.00 |
| 8520 | 001290803 | SOAP, HAND TOILET | 9Q | BX | \$42.43 | 19 | \$806.17 |
| 8405 | 001316507 | COVERALL, GREEN 44 SMALL | 9D | EA | \$22.10 | 6 | \$132.60 |

| FSCM | NIIN | NOMENCLATURE | COG | UI | SERVMART SELLING PRICE | 6 MONTH DEMAND | 6 MONTH SALES |
|------|-----------|---------------------------------|-----|----|---------------------------|-------------------|------------------|
| 8405 | 001316508 | COVERALLS, GREEN 46 MED. | 9D | EA | \$22.10 | 42 | \$928.20 |
| 8405 | 001316509 | COVERALL, LARGE GREEN | 9D | EA | \$25.41 | 0 | \$0.00 |
| 7930 | 001325265 | SWEEPING COMPOUND, 100# DRUM** | 9Q | DR | \$20.86 | 31 | \$646.66 |
| 7125 | 001328973 | KEY CABINET, WALL/DOOR MT | 9Q | EA | \$49.45 | 13 | \$642.85 |
| 7540 | 001335541 | SF368, QUALITY DEFICIENCY RPT** | 9Q | PD | \$2.26 | 15 | \$33.90 |
| 6515 | 001376345 | PLUG, EAR, VINYL FOAM UNIVERSAL | 9L | BX | \$12.40 | 383 | \$4,749.20 |
| 7520 | 001387981 | MARKER, ASST COLORS | 9Q | AT | \$1.22 | 103 | \$125.66 |
| 7240 | 001387984 | MEASURE, LIQUID 8 OZ | 9Q | EA | \$1.61 | 70 | \$112.70 |
| 7510 | 001393679 | OPTAR BINDER | 9Q | EA | \$25.84 | 22 | \$568.48 |
| 7520 | 001394869 | FILE DESK BEIGE | 9Q | EA | \$17.59 | 25 | \$439.75 |
| 7210 | 001404236 | COVER, MATTRESS, CREWS | 9D | EA | \$26.95 | 19 | \$512.05 |
| 7350 | 001410971 | CUP, PLASTIC DRINKING | 9Q | DZ | \$17.35 | 34 | \$589.90 |
| 7920 | 001415452 | HANDLE, CIRC | 9Q | EA | \$1.93 | 216 | \$416.88 |
| 7930 | 001415888 | WAX, FLOOR, WATER EMULSION | 9Q | CN | \$28.53 | 24 | \$684.72 |
| 7610 | 001429051 | DICTIONARY | 9Q | EA | \$10.37 | 117 | \$1,213.29 |
| 8040 | 001429193 | ADHESIVE | 9Q | OZ | \$0.71 | 511 | \$362.81 |
| 6240 | 001433049 | LAMP, INCAND, 6W 120V WHITE | 9G | EA | \$0.33 | 63 | \$20.79 |
| 6240 | 001433059 | LAMP, INCAND. 25W 120V WHITE | 9G | EA | \$0.37 | 594 | \$219.78 |
| 6240 | 001433070 | LAMP, INCAND 50W 120V | 9G | EA | \$1.20 | 508 | \$609.60 |
| 5940 | 001434774 | TERMINAL LUG | 9G | HD | \$3.88 | 17 | \$65.96 |
| 5940 | 001434780 | TERMINAL LUG | 9G | HD | \$2.63 | 47 | \$123.61 |
| 5940 | 001434794 | TERMINAL LUG | 9G | HD | \$4.25 | 10 | \$42.50 |
| 7310 | 001444707 | COFFEE MAKER, 30-CUP** | 9G | EA | \$25.23 | 32 | \$807.36 |
| 7530 | 001449600 | PAPER, TABULATING 2PT | 9Q | BX | \$20.83 | 142 | \$2,957.86 |
| 8040 | 001449774 | ADHESIVE, CARTRIDGE | 9Q | CA | \$36.41 | 15 | \$546.15 |
| 8040 | 001450020 | ADHESIVE | 9Q | TU | \$12.21 | 46 | \$561.66 |
| 7510 | 001450296 | BINDER, NOTE | 9Q | EA | \$1.72 | 353 | \$607.16 |
| 7530 | 001450414 | PAPER, TAB 14-7/8X11" 1PT | 9Q | BX | \$22.74 | 512 | \$11,642.88 |
| 7530 | 001450415 | PAPER, TAB 14-7/8 X 11-1/2 2PT | 9Q | BX | \$33.70 | 165 | \$5,560.50 |
| 7530 | 001450416 | PAPER TABULATING, 3-PT | 9Q | BX | \$33.70 | 189 | \$6,369.30 |
| 7530 | 001450417 | PAPER TABULATING | 9Q | BX | \$34.52 | 98 | \$3,382.96 |
| 6230 | 001468899 | LIGHT EXTENSION | 9Q | EA | \$55.43 | 6 | \$332.58 |
| 7510 | 001478460 | TAB SET BLUE INDEX | 9Q | BX | \$0.53 | 49 | \$25.97 |
| 7510 | 001478462 | TAB SET CLEAR INDEX | 9Q | BX | \$0.55 | 106 | \$58.30 |
| 7510 | 001478463 | TAB SET GREEN INDEX | 9Q | BX | \$0.51 | 50 | \$25.50 |
| 7510 | 001478465 | TAB SET ORANGE INDEX | 9Q | BX | \$0.54 | 44 | \$23.76 |

| FSCM | NIIN | NOMENCLATURE | COG | UI | SERV MART SELLING PRICE | 6 MONTH DEMAND | 6 MONTH SALES |
|------|-----------|--------------------------------|-----|----|----------------------------|-------------------|------------------|
| 7510 | 001478468 | TAB SET PINK INDEX | 9Q | BX | \$0.51 | 45 | \$22.95 |
| 7510 | 001478470 | TAB SET RED INDEX | 9Q | BX | \$0.51 | 38 | \$19.38 |
| 7510 | 001478471 | TAB SET YELLOW INDEX | 9Q | BX | \$0.54 | 54 | \$29.16 |
| 5120 | 001487917 | WRENCH SET, COMBO | 9Q | SE | \$103.73 | 67 | \$6,949.91 |
| 9150 | 001491593 | GREASE BALL/ROLLER BEARING | 9G | LB | \$8.70 | 74 | \$643.80 |
| 6645 | 001515274 | CLOCK,ALARM | 9Q | EA | \$5.39 | 0 | \$0.00 |
| 6240 | 001522983 | LAMP FLUOR 20W F20T12/W | 9G | EA | \$1.45 | 542 | \$785.90 |
| 6240 | 001522987 | LAMP,FLUORESCENT 4FT | 9G | EA | \$1.00 | 1705 | \$1,705.00 |
| 6240 | 001522992 | LAMP,FLUORESCENT, 15W | 9G | EA | \$1.02 | 2 | \$2.04 |
| 6240 | 001522993 | LAMP FLUOR 20W 24" | 9G | EA | \$1.22 | 984 | \$1,200.48 |
| 6240 | 001522996 | LAMP FLUOR 20W F20T12/CW | 9G | EA | \$1.18 | 340 | \$401.20 |
| 6240 | 001557786 | LAMP, INCANDESCENT | 9G | EA | \$0.14 | 281 | \$39.34 |
| 6240 | 001558634 | LAMP 50W 115V A-19 FROSTED WHI | 9G | EA | \$0.57 | 188 | \$107.16 |
| 6240 | 001558714 | LAMP, INCANDESCENT | 9G | EA | \$0.24 | 225 | \$54.00 |
| 5975 | 001563253 | STRAP,TIEDOWN | 9G | HD | \$2.35 | 53 | \$124.55 |
| 5340 | 001583805 | PADLOCK,U.S. HEAVY DUTY | 9Z | EA | \$3.38 | 107 | \$361.66 |
| 7540 | 001594442 | SF364, REPORT OF DISCREPCY*** | 9Q | PD | \$2.48 | 20 | \$49.60 |
| 7240 | 001600440 | TRASH CN ST | 9Q | EA | \$28.53 | 43 | \$1,226.79 |
| 7240 | 001600441 | CAN, TRASH STEEL | 9Q | EA | \$25.79 | 30 | \$773.70 |
| 7240 | 001600455 | PAIL, GALVANIZED | 9Q | EA | \$10.32 | 52 | \$536.64 |
| 8135 | 001607768 | WRAPPING PAPER, 36*** | 9G | RO | \$22.13 | 29 | \$641.77 |
| 7530 | 001608477 | INDEX SHEETS,8-1X2X11 LOOSE LF | 9Q | SE | \$1.48 | 6152 | \$9,104.96 |
| 7240 | 001611143 | COVER, TRASH CAN 32 GL | 9Q | EA | \$5.55 | 42 | \$233.10 |
| 7240 | 001611147 | COVER, TRASH CAN 24 GL | 9Q | EA | \$5.06 | 21 | \$106.26 |
| 7510 | 001614237 | INK,BLACK,FOR STAMP PAD | 9Q | BT | \$0.54 | 114 | \$61.56 |
| 7510 | 001614240 | INK,RED,FOR STAMP PAD | 9Q | BT | \$0.55 | 121 | \$66.55 |
| 7510 | 001614284 | FASTENER, PAPER 1" CAP*** | 9Q | BX | \$1.39 | 112 | \$155.68 |
| 7510 | 001614290 | CLIP, PAPER, SIZE 1, LARGE | 9Q | DZ | \$0.37 | 47 | \$17.39 |
| 7510 | 001614291 | CLIP,PAPER SIZE 2 | 9Q | BX | \$0.63 | 107 | \$67.41 |
| 7510 | 001614292 | CLIP,PAPER, GEN. SZ 1 | 9Q | MX | \$1.92 | 346 | \$664.32 |
| 7520 | 001615664 | PENCIL,MECHANICAL,BLACK | 9Q | DZ | \$10.75 | 175 | \$1,881.25 |
| 7510 | 001616211 | CUP,SPONGE | 9Q | EA | \$0.28 | 37 | \$10.36 |
| 7510 | 001616215 | RULER,WOOD 12" | 9Q | EA | \$0.28 | 301 | \$84.28 |
| 7510 | 001616217 | RULER WOOD, 18" | 9Q | EA | \$0.39 | 164 | \$63.96 |
| 5110 | 001616912 | SHEARS,STRAIGHT,MED | 9Q | EA | \$6.38 | 318 | \$2,028.84 |
| 5350 | 001619066 | ABRASIVE, CLOTH | 9Q | PG | \$16.09 | 41 | \$659.69 |

| FSCM | NIIN | NOMENCLATURE | COG | UI | SERVMART SELLING PRICE | 6 MONTH DEMAND | 6 MONTH SALES |
|------|-----------|---------------------------------|-----|----|---------------------------|-------------------|------------------|
| 5350 | 001619715 | ABRASIVE, CLOTH** | 9Q | PG | \$17.84 | 22 | \$392.48 |
| 5110 | 001622205 | KNIFE, GENERAL PURPOSE | 9Q | EA | \$9.00 | 151 | \$1,359.00 |
| 7350 | 001623006 | CUP,PAPER | 9Q | BX | \$44.39 | 381 | \$16,912.59 |
| 7520 | 001626156 | STAND, CALENDAR | 9Q | EA | \$1.19 | 9 | \$10.71 |
| 7520 | 001626177 | STAPLE REMOVER | 9Q | EA | \$0.30 | 424 | \$127.20 |
| 7520 | 001626178 | SHARPENER,PENCIL | 9Q | EA | \$7.31 | 81 | \$592.11 |
| 6230 | 001631856 | FLASHLIGHT | 9Q | EA | \$2.93 | 201 | \$588.93 |
| 7520 | 001632563 | PERFORATOR,PAPER 3-HOLE | 9Q | EA | \$15.37 | 82 | \$1,260.34 |
| 7510 | 001648865 | LEAD,PENCIL | 9Q | DZ | \$0.36 | 85 | \$30.60 |
| 7510 | 001648926 | TWO-COLORED PENCIL*** | 9Q | DZ | \$1.47 | 50 | \$73.50 |
| 7520 | 001648950 | PENCIL, MECHANICAL BLACK | 9Q | DZ | \$6.39 | 124 | \$792.36 |
| 5120 | 001654098 | WRENCH SET, SOCKET | 9Q | SE | \$20.14 | 105 | \$2,114.70 |
| 7510 | 001656560 | TAPE, DOUBLE STICK BLACK FOAM | 9Q | RO | \$19.90 | 40 | \$796.00 |
| 7920 | 001705449 | WRINGER,MOP | 9Q | EA | \$20.92 | 33 | \$690.36 |
| 7350 | 001708330 | TUMBLER, GLASS | 9Q | BX | \$22.40 | 45 | \$1,008.00 |
| 7340 | 001708374 | PLASTIC SPOON | 9Q | HD | \$2.71 | 384 | \$1,040.64 |
| 7520 | 001711120 | LIST FINDER | 9Q | EA | \$3.07 | 81 | \$248.67 |
| 7510 | 001711123 | REINFORCEMENT, GUMMED | 9Q | HD | \$0.34 | 472 | \$160.48 |
| 7920 | 001711148 | MOPHEAD,WET,COTTON | 9Q | EA | \$2.19 | 600 | \$1,314.00 |
| 7510 | 001768949 | CORRECTION FLUID,SOLVENT,6 OZ | 9Q | EA | \$0.47 | 1720 | \$808.40 |
| 7930 | 001775243 | DETERGENT,GENERAL PURPOSE | 9Q | GL | \$2.93 | 384 | \$1,125.12 |
| 8415 | 001786830 | PAD,BACK ASSY,HELMET,FLT CREW* | 9D | EA | \$2.30 | 30 | \$69.00 |
| 8415 | 001786831 | PAD,FRONT ASSY,HELMET,FLT,CREW* | 9D | EA | \$1.80 | 37 | \$66.60 |
| 8415 | 001786855 | SHELL ASSY,BACK,HELMET,FLT,CRW* | 9D | EA | \$2.95 | 65 | \$191.75 |
| 8415 | 001787013 | SHELL ASSY,FRONT,HELMET,FLT * | 9D | EA | \$2.95 | 31 | \$91.45 |
| 7920 | 001788315 | BRUSH,DUSTING | 9Q | EA | \$5.81 | 402 | \$2,335.62 |
| 8135 | 001789151 | TAG,SHIPPING WHITE | 9Q | HD | \$6.20 | 100 | \$620.00 |
| 8115 | 001790579 | BOX,SHIPPING 18X20X10" | 9Q | EA | \$0.91 | 1950 | \$1,774.50 |
| 5120 | 001800908 | C-CLAMP, 4" MAX OPENING | 9Q | EA | \$8.86 | 36 | \$318.96 |
| 5120 | 001802951 | FINGER,MECH,FLEX,24 " | 9Q | EA | \$3.51 | 60 | \$210.60 |
| 7530 | 001817174 | XEROX PAPER, 8-1/2 X 11" | 9Q | BX | \$31.51 | 2544 | \$80,161.44 |
| 7530 | 001817175 | PAPER, XEROX 8 1/2X14 | 9Q | BX | \$48.16 | 83 | \$3,997.28 |
| 6850 | 001817929 | ANTI FREEZE, AUTOMOTIVE** | 9G | GL | \$6.90 | 24 | \$165.60 |
| 8010 | 001818080 | PAINT THINNER, LACQUER | 9Q | GL | \$6.51 | 4 | \$26.04 |
| 5970 | 001842002 | TAPE INSULA | 9Q | RO | \$1.30 | 104 | \$135.20 |
| 5120 | 001849403 | PLIERS LONG NOSE W/CUTTER | 9Q | EA | \$10.80 | 77 | \$831.60 |

| FSCM | NIIN | NOMENCLATURE | COG | UI | SERVIMART SELLING PRICE | 6 MONTH DEMAND | 6 MONTH SALES |
|------|-----------|-----------------------------------|-----|----|----------------------------|-------------------|------------------|
| 7930 | 001849423 | GLASS CLEANER, GL** | 9Q | GL | \$1.70 | 231 | \$392.70 |
| 4030 | 001850481 | SHACKLE, SCREW | 9Z | EA | \$0.90 | 42 | \$37.80 |
| 7510 | 001876489 | BINDER, LOOSELEAF BLACK | 9Q | EA | \$1.83 | 387 | \$708.21 |
| 5120 | 001877124 | OPEND WRENC 1/2 - 9/16 | 9Q | EA | \$5.11 | 35 | \$178.85 |
| 5975 | 001881164 | PLATE, WALL ELECTRICAL | 9G | EA | \$0.18 | 97 | \$17.46 |
| 4240 | 001906432 | GOGGLE, GAS TIGHT | 9G | PR | \$1.32 | 436 | \$575.52 |
| 6675 | 001911507 | RULE, PARALLEL, PLASTIC** | 9G | EA | \$4.40 | 28 | \$123.20 |
| 5350 | 001925047 | CLOTH, ABRAS | 9Q | PG | \$14.11 | 41 | \$578.51 |
| 5350 | 001925049 | CLOTH, ABRAS | 9Q | PG | \$14.11 | 33 | \$465.63 |
| 6240 | 001947924 | LAMP, MED BASE 75W** | 9G | EA | \$0.41 | 265 | \$108.65 |
| 5975 | 001948870 | JUNCTION BOX, UTILITY, 3/4"*** | 9G | EA | \$0.67 | 21 | \$14.07 |
| 7350 | 001954763 | PITCHER, SYRUP | 9Q | EA | \$5.30 | 26 | \$137.80 |
| 5345 | 001961696 | DISK, ABRASI | 9Q | EA | \$0.63 | 254 | \$160.02 |
| 7340 | 001971271 | KNIFE BONING | 9Q | EA | \$2.31 | 79 | \$182.49 |
| 7340 | 001971274 | KNIFE STEAK | 9Q | EA | \$5.48 | 11 | \$60.28 |
| 7330 | 001971281 | ICE CREAM SCOOP | 9Q | EA | \$6.11 | 12 | \$73.32 |
| 7530 | 001985873 | ENVELOPE, PLAIN WHT 3-7/8X8-7/8 | 9Q | BX | \$6.00 | 70 | \$420.00 |
| 7530 | 001985876 | ENVELOPE, BROWN PLAIN | 9Q | BX | \$3.59 | 17 | \$61.03 |
| 5345 | 001988040 | STONE, SHARPENING, SILICON CARBID | 9Q | EA | \$2.39 | 26 | \$62.14 |
| 8020 | 002003487 | BRUSH, PAINT 4"*** | 9Q | EA | \$3.63 | 1 | \$3.63 |
| 8020 | 002003488 | BRUSH, PAINT | 9Q | EA | \$3.42 | 209 | \$714.78 |
| 8020 | 002003489 | BRUSH, PAINT | 9Q | EA | \$3.68 | 766 | \$2,818.88 |
| 4730 | 002028972 | CLAMP, HOSE | 9C | EA | \$0.24 | 111 | \$26.64 |
| 4240 | 002029473 | FACE SHIELD CLEAR TILT TABLE | 9G | EA | \$4.95 | 110 | \$544.50 |
| 0 | 002032707 | DISPENSER, SOAP BATHROOM | 9L | EA | \$5.25 | 49 | \$257.25 |
| 4730 | 002033131 | CLAMP, HOSE | 9C | EA | \$0.74 | 12 | \$8.88 |
| 4240 | 002033804 | GOGGLES IND | 9Q | PR | \$5.33 | 71 | \$378.43 |
| 4720 | 002033912 | GARDEN HOSE, RUBBER, 50FT** | 9C | EA | \$14.83 | 112 | \$1,660.96 |
| 5120 | 002036439 | C-CLAMP | 9Q | EA | \$3.51 | 11 | \$38.61 |
| 5210 | 002041283 | RULE, STEEL MACHINIST | 9Q | EA | \$2.36 | 33 | \$77.88 |
| 5110 | 002042585 | FILE SET, HAND | 9Q | SE | \$24.07 | 30 | \$722.10 |
| 3439 | 002043855 | SOLDERING IRON | 9G | EA | \$11.07 | 0 | \$0.00 |
| 7510 | 002050371 | RUBBER BAND | 9Q | BG | \$0.34 | 109 | \$37.06 |
| 7220 | 002050389 | DECK CVRG, NON SKID, 6"X24" | 9Q | EA | \$0.86 | 8157 | \$7,015.02 |
| 7330 | 002050617 | FOOD TURNER*** | 9Q | EA | \$6.26 | 11 | \$68.86 |
| 7510 | 002050805 | PENCIL, 12 ASSORTED COLORS | 9Q | AT | \$2.95 | 108 | \$318.60 |

| FSCM | NIIN | NOMENCLATURE | COG | UI | SERVMART SELLING PRICE | 6 MONTH DEMAND | 6 MONTH SALES |
|------|-----------|------------------------------|-----|----|---------------------------|-------------------|------------------|
| 7510 | 002050806 | FASTENER, PAPER 3" CAP*** | 9Q | BX | \$4.04 | 0 | \$0.00 |
| 510 | 002050842 | RUBBER BAND #33 | 9Q | BG | \$0.33 | 59 | \$19.47 |
| 7350 | 002050928 | NAPKIN DISPENSER | 9Q | EA | \$4.57 | 36 | \$164.52 |
| 7340 | 002051421 | SPOON, SERVING | 9Q | EA | \$2.65 | 55 | \$145.75 |
| 7510 | 002051438 | RUBBER BAND #19*** | 9Q | BG | \$0.40 | 61 | \$24.40 |
| 7510 | 002051439 | RUBBER BAND 2 1/2" | 9Q | BG | \$0.34 | 230 | \$78.20 |
| 7920 | 002051711 | RAG,WIPING COTTON | 9Q | BE | \$19.33 | 1095 | \$21,166.35 |
| 7520 | 002051760 | STENCIL SET, 1/2" | 9Q | SE | \$4.01 | 50 | \$200.50 |
| 7230 | 002051762 | SHOWER CURTAIN | 9Q | EA | \$5.47 | 285 | \$1,558.95 |
| 8340 | 002051910 | DROPCLOTH PAINTERS | 9Q | EA | \$22.49 | 45 | \$1,012.05 |
| 7920 | 002052401 | BRUSH,CLEAN | 9Q | EA | \$0.87 | 41 | \$35.67 |
| 7210 | 002052804 | BLANKET, BED WOOL GRAY 66X84 | 9Q | EA | \$24.11 | 67 | \$1,615.37 |
| 7930 | 002052870 | WAX FLOOR WATER EMOLSION | 9Q | GL | \$6.41 | 172 | \$1,102.52 |
| 7930 | 002052874 | POLISH,SHOE,BLACK,PASTE | 9Q | CN | \$0.67 | 173 | \$115.91 |
| 7330 | 002053096 | MEASURE LIQUID | 9Q | EA | \$7.53 | 45 | \$338.85 |
| 7220 | 002053099 | MAT,FLOOR | 9Q | EA | \$21.52 | 52 | \$1,119.04 |
| 7340 | 002053187 | PLASTIC KNIFE | 9Q | HD | \$1.87 | 159 | \$297.33 |
| 7340 | 002053340 | TEASPOON, ENLISTED STEEL | 9Q | BX | \$15.28 | 114 | \$1,741.92 |
| 7340 | 002053342 | FORK, PLASTIC | 9Q | HD | \$2.66 | 340 | \$904.40 |
| 8305 | 002053495 | CHEESECLOTH, 100 YARD | 9Q | BO | \$36.05 | 172 | \$6,200.60 |
| 8305 | 002053496 | CHEESECLOTH 36" | 9Q | PG | \$4.04 | 264 | \$1,066.56 |
| 7210 | 002053544 | CUSHION, CHAIR** | 9Q | EA | \$6.80 | 34 | \$231.20 |
| 8020 | 002056501 | BRUSH, VARNISH | 9Q | EA | \$3.34 | 512 | \$1,710.08 |
| 8020 | 002056505 | BRUSH, PAINT 1 1/2" | 9Q | EA | \$1.74 | 983 | \$1,710.42 |
| 5350 | 002210883 | ABRASIVE PAPER, 80 GRITS** | 9Q | PG | \$6.14 | 184 | \$1,129.76 |
| 5350 | 002210884 | ABRASIVE PAPER | 9Q | PG | \$5.93 | 60 | \$355.80 |
| 5350 | 002210885 | ABRASIVE CLOTH,EMERY | 9Q | PG | \$7.93 | 55 | \$436.15 |
| 5120 | 002211536 | PUTTY KNIFE | 9Q | EA | \$1.15 | 150 | \$172.50 |
| 5110 | 002211538 | KNIFE SCRAP | 9Q | EA | \$1.77 | 163 | \$288.51 |
| 5120 | 002211542 | SCRATCH AVL | 9Q | EA | \$2.03 | 13 | \$26.39 |
| 5210 | 002211882 | TAPE MEASURE | 9Q | EA | \$17.41 | 41 | \$713.81 |
| 5210 | 002211886 | TAPE,GAGING TANK 50 FT | 9Q | EA | \$44.14 | 30 | \$1,324.20 |
| 5210 | 002211999 | GAGE, THICKNESS | 9Q | EA | \$2.89 | 42 | \$121.38 |
| 5120 | 002212731 | MARLINE SPIKE | 9Q | EA | \$6.14 | 108 | \$663.12 |
| 5120 | 002217063 | SCRIBER, MACHINIST | 9Q | EA | \$1.32 | 231 | \$304.92 |
| 5120 | 002217957 | RATCHET, 14 X 4 | 9Q | EA | \$11.92 | 6 | \$71.52 |

| FSCM | NIIN | NOMENCLATURE | COG | UI | SERVMART SELLING PRICE | 6 MONTH DEMAND | 6 MONTH SALES |
|------|-----------|----------------------------------|-----|----|---------------------------|-------------------|------------------|
| 5110 | 002218132 | CHISEL, HAND COLD | 9Q | EA | \$1.35 | 12 | \$16.20 |
| 7530 | 002220078 | BOOK, MEMORANDUM | 9Q | EA | \$0.84 | 8891 | \$7,468.44 |
| 5110 | 002222708 | PLIERS DIAG.CUTTING | 9Q | EA | \$6.64 | 69 | \$458.16 |
| 7530 | 002223443 | FILE FOLDER | 9Q | HD | \$9.80 | 136 | \$1,332.80 |
| 7530 | 002223455 | TAPE,PAPER,CALC,3.25"D,2.25"W | 9Q | RO | \$0.38 | 1159 | \$440.42 |
| 7530 | 002223521 | BOOK, MEMORANDUM | 9Q | EA | \$1.79 | 1085 | \$1,942.15 |
| 7530 | 002223524 | BOOK, MEMORANDUM | 9Q | EA | \$7.35 | 116 | \$852.60 |
| 7530 | 002223525 | BOOK, MEMORA 10X8 1/2 " | 9Q | EA | \$2.95 | 1185 | \$3,495.75 |
| 8415 | 002228074 | APRON, PLASTIC | 9Q | HD | \$9.54 | 38 | \$362.52 |
| 5120 | 002228846 | SCREWDRIVER, STRAIGHT*** | 9Q | EA | \$2.36 | 32 | \$75.52 |
| 5120 | 002228852 | SCREWDRIVER | 9Q | EA | \$1.09 | 237 | \$258.33 |
| 6230 | 002234547 | LIGHT PEN PLASTIC AA CELL | 9G | EA | \$1.91 | 139 | \$265.49 |
| 5110 | 002236370 | SHEARS, TAILORS | 9Q | EA | \$32.31 | 17 | \$549.27 |
| 5110 | 002236371 | SHEARS, STREIGHT CUT | 9Q | EA | \$7.66 | 185 | \$1,417.10 |
| 7520 | 002236672 | PENCIL, MECH | 9Q | DZ | \$4.77 | 404 | \$1,927.08 |
| 7510 | 002236690 | LEAD PENCIL | 9Q | PG | \$0.32 | 174 | \$55.68 |
| 4730 | 002236731 | NOZZLE GARDEN HOSE | 9C | EA | \$1.04 | 50 | \$52.00 |
| 7510 | 002236807 | CLIP BINDER 5/8" | 9Q | DZ | \$1.21 | 123 | \$148.83 |
| 7510 | 002236814 | FASTENER, BASE ONLY 2" CAPASITY | 9Q | HD | \$1.28 | 92 | \$117.76 |
| 7510 | 002236815 | FASTENER 1" W/O COMPRESSOR | 9Q | HD | \$1.18 | 75 | \$88.50 |
| 7510 | 002237046 | ERASER PENCIL | 9Q | DZ | \$2.19 | 34 | \$74.46 |
| 5120 | 002237396 | PLIERS SLIP | 9Q | EA | \$4.43 | 168 | \$744.24 |
| 5120 | 002237397 | PLIERS, SLIP | 9Q | EA | \$4.35 | 99 | \$430.65 |
| 5120 | 002237398 | SLPJT PLIER | 9Q | EA | \$5.44 | 37 | \$201.28 |
| 7350 | 002237760 | CUP, ENLISTED MOTTLED TAN | 9Q | DZ | \$20.15 | 185 | \$3,727.75 |
| 7530 | 002237939 | NOTEBOOK, STENO | 9Q | PG | \$8.68 | 264 | \$2,291.52 |
| 7530 | 002237966 | PAPER, TELETYPE | 9Q | RO | \$2.49 | 96 | \$239.04 |
| 7520 | 002238000 | BRUSH, STENCIL | 9Q | EA | \$0.92 | 59 | \$54.28 |
| 7330 | 002238006 | BRUSH GREASE COOKING. | 9Q | EA | \$2.63 | 44 | \$115.72 |
| 5120 | 002238927 | FORCE CUP | 9Q | EA | \$1.57 | 15 | \$23.55 |
| 5120 | 002239556 | EXTRACTOR STUFFING | 9Q | EA | \$2.65 | 6 | \$15.90 |
| 5110 | 002241532 | PLIERS DIAGONAL 6 IN | 9Q | EA | \$7.44 | 53 | \$394.32 |
| 5120 | 002243102 | WRENCH OPEN 3/4 - 5/8 | 9Q | EA | \$7.10 | 24 | \$170.40 |
| 5120 | 002244111 | HAND HAMMER | 9Q | EA | \$6.02 | 50 | \$301.00 |
| 6250 | 002244199 | STARTER, FLUOR, FS40, 40WATTS | 9G | EA | \$1.00 | 51 | \$51.00 |
| 6250 | 002244828 | STARTER, FLUOR, FS20, 15-20WATTS | 9G | EA | \$0.79 | 400 | \$316.00 |

| FSCM | NIIN | NOMENCLATURE | COG | UI | SERVMART SELLING PRICE | 6 MONTH DEMAND | 6 MONTH SALES |
|------|-----------|--------------------------------|-----|----|---------------------------|-------------------|------------------|
| 7520 | 002247238 | PAD,DESK,BL | 9Q | EA | \$2.65 | 216 | \$572.40 |
| 7520 | 002247589 | PERFORATOR,TWO HOLE | 9Q | EA | \$5.31 | 140 | \$743.40 |
| 7510 | 002247676 | INKING PAD, | 9Q | EA | \$0.58 | 62 | \$35.96 |
| 8020 | 002248029 | BRUSH, PAINT | 9Q | EA | \$0.53 | 11 | \$5.83 |
| 7330 | 002248081 | CAN OPENER, MANUAL | 9Q | EA | \$1.22 | 16 | \$19.52 |
| 7290 | 002248308 | DUSTPAN, STEEL | 9Q | EA | \$1.48 | 547 | \$809.56 |
| 7920 | 002248726 | MOP, WET COTTON | 9Q | EA | \$4.73 | 2430 | \$11,493.90 |
| 5120 | 002249453 | FUSE PULLER | 9Q | EA | \$1.65 | 24 | \$39.60 |
| 5120 | 002249456 | FUSE PULLER | 9Q | EA | \$3.29 | 120 | \$394.80 |
| 8040 | 002254548 | ADHESIVE | 9Q | KT | \$3.57 | 71 | \$253.47 |
| 8520 | 002258563 | HAND CLEANER | 9Q | TU | \$0.64 | 388 | \$248.32 |
| 5120 | 002276704 | WRENCH, SOCKET | 9Q | EA | \$1.25 | 15 | \$18.75 |
| 5120 | 002276705 | WRENCH SOCKET 9/16 | 9Q | EA | \$1.22 | 9 | \$10.98 |
| 5120 | 002277356 | SCREWDRIVER | 9Q | EA | \$0.87 | 30 | \$26.10 |
| 5120 | 002277377 | SCREWDRIVER | 9Q | EA | \$0.92 | 14 | \$12.88 |
| 5120 | 002289504 | WRENCH | 9Q | EA | \$3.12 | 70 | \$218.40 |
| 5120 | 002289505 | WRENCH 7/16 | 9Q | EA | \$3.29 | 204 | \$671.16 |
| 5120 | 002289506 | WRENCH, COMBO 1/2" | 9Q | EA | \$3.31 | 216 | \$714.96 |
| 5120 | 002289507 | WRENCH 9/16 | 9Q | EA | \$3.78 | 240 | \$907.20 |
| 5120 | 002289508 | WRENCH 5/8 | 9Q | EA | \$3.64 | 47 | \$171.08 |
| 5120 | 002289509 | WRENCH 11/16 COMBO. | 9Q | EA | \$3.85 | 58 | \$223.30 |
| 5120 | 002289510 | WRENCH 3/4 COMBO. | 9Q | EA | \$4.23 | 110 | \$465.30 |
| 5120 | 002289512 | WRENCH 7/8 | 9Q | EA | \$6.96 | 17 | \$118.32 |
| 5120 | 002289513 | WRENCH 15/16 | 9Q | EA | \$7.83 | 43 | \$336.69 |
| 5120 | 002289515 | WRENCH 1-1/16 | 9Q | EA | \$10.88 | 13 | \$141.44 |
| 5120 | 002289516 | WRENCH 1- 1/8 | 9Q | EA | \$12.96 | 28 | \$362.88 |
| 7240 | 002302393 | FUNNEL, METAL 1QT | 9Q | EA | \$3.28 | 14 | \$45.92 |
| 5120 | 002306385 | HANDLESOCKE | 9Q | EA | \$15.55 | 42 | \$653.10 |
| 7210 | 002312373 | CASE PILLOW 20 X 30 INCOT/P | 9D | EA | \$2.21 | 996 | \$2,201.16 |
| 4020 | 002315886 | TWINE, FIBER | 9Q | LB | \$11.31 | 22 | \$248.82 |
| 7510 | 002316531 | INKING PAD, | 9Q | EA | \$0.95 | 82 | \$77.90 |
| 7520 | 002326817 | TRAY,DESK | 9Q | EA | \$5.25 | 11 | \$57.75 |
| 7520 | 002326828 | TRAY,DESK | 9Q | EA | \$14.79 | 33 | \$488.07 |
| 7510 | 002332021 | PENCIL | 9Q | DZ | \$1.50 | 20 | \$30.00 |
| 7920 | 002333737 | BRUSH RADIATOR | 9Q | EA | \$2.46 | 362 | \$890.52 |
| 7510 | 002337685 | PAGE PROTECTOR, 11X9"MATTE FIN | 9Q | BX | \$4.13 | 168 | \$693.84 |

| FSCM | NIIN | NOMENCLATURE | COG | UI | SERVMART SELLING PRICE | 6 MONTH DEMAND | 6 MONTH SALES |
|------|-----------|------------------------------|-----|----|---------------------------|-------------------|------------------|
| 5110 | 002341944 | CHISEL COLD | 9Q | EA | \$2.43 | 32 | \$77.76 |
| 5210 | 002345223 | RULE,STEEL, 6" | 9Q | EA | \$4.12 | 64 | \$263.68 |
| 5210 | 002345224 | RULE,STEEL,12" | 9Q | EA | \$7.23 | 117 | \$845.91 |
| 5210 | 002346744 | TAPE,MEASUR | 9Q | EA | \$9.32 | 14 | \$130.48 |
| 5210 | 002346745 | TAPE,MEASUR | 9Q | EA | \$15.67 | 39 | \$611.13 |
| 8415 | 002347677 | CAP FOOD HANDLERS LARGE | 9D | EA | \$3.50 | 80 | \$280.00 |
| 8415 | 002347678 | CAP FOOD HANDLERS MED | 9D | EA | \$3.50 | 211 | \$738.50 |
| 5120 | 002348910 | SCREWDRIVER | 9Q | EA | \$1.89 | 86 | \$162.54 |
| 5120 | 002348912 | SCREWDRIVER | 9Q | EA | \$1.35 | 37 | \$49.95 |
| 5120 | 002348913 | SCREWDRIVER | 9Q | EA | \$1.04 | 138 | \$143.52 |
| 7510 | 002356068 | FASTENER, PAPER 2" | 9Q | BX | \$1.04 | 146 | \$151.84 |
| 5120 | 002362127 | SCREWDRIVER | 9Q | EA | \$0.80 | 63 | \$50.40 |
| 5120 | 002362140 | SCREWDRIVER | 9Q | EA | \$1.35 | 27 | \$36.45 |
| 5120 | 002376985 | SCREWDRIVER | 9Q | EA | \$2.59 | 36 | \$93.24 |
| 6675 | 002383498 | SCALE,ENGINEERS,DRAFTING | 9Q | EA | \$8.00 | 31 | \$248.00 |
| 7310 | 002385163 | PAN STEAM TABLE | 9G | EA | \$11.79 | 28 | \$330.12 |
| 7330 | 002388316 | POTATO PEEL | 9Q | EA | \$0.57 | 228 | \$129.96 |
| 7530 | 002389232 | TRANSFARENCY, WHITE FILM | 9Q | HD | \$20.90 | 69 | \$1,442.10 |
| 6685 | 002394004 | THERMOMETER, WALL *** | 9G | EA | \$14.35 | 25 | \$358.75 |
| 5120 | 002398250 | PLIERS | 9Q | EA | \$8.03 | 25 | \$200.75 |
| 5120 | 002398251 | PLIERS | 9Q | EA | \$8.91 | 36 | \$320.76 |
| 5110 | 002398253 | PLIERS DIAG.CUTTING | 9Q | EA | \$6.20 | 64 | \$396.80 |
| 7530 | 002398479 | PAD,WRITING | 9Q | DZ | \$4.55 | 80 | \$364.00 |
| 7510 | 002401525 | PENCIL | 9Q | DZ | \$1.74 | 85 | \$147.90 |
| 7520 | 002402408 | DISPENSER, TAPE PLASTIC | 9Q | EA | \$0.23 | 67 | \$15.41 |
| 7520 | 002402411 | DISPENSER,TAPE DESK | 9Q | EA | \$1.26 | 237 | \$298.62 |
| 7520 | 002402417 | DISPENSER,P | 9Q | EA | \$4.62 | 62 | \$286.44 |
| 7920 | 002402555 | SPONGE, CELLO COMPRESSED | 9Q | EA | \$0.93 | 5073 | \$4,717.89 |
| 5110 | 002403094 | SCRAPER SHI | 9Q | EA | \$4.32 | 249 | \$1,075.68 |
| 7520 | 002404841 | OPENER,LETT | 9Q | EA | \$0.28 | 64 | \$17.92 |
| 5120 | 002405328 | WRENCH,ADJU | 9Q | EA | \$9.35 | 278 | \$2,599.30 |
| 5120 | 002405330 | OPEND WRENC | 9Q | EA | \$7.69 | 104 | \$799.76 |
| 5120 | 002405364 | WRENCH, HANDLE 3/8 DR 6"LONG | 9Q | EA | \$15.93 | 27 | \$430.11 |
| 7520 | 002405498 | ARCHBOARD FILE | 9Q | EA | \$4.04 | 232 | \$937.28 |
| 7520 | 002405503 | CLIP BOARD | 9Q | EA | \$1.50 | 275 | \$412.50 |
| 7520 | 002405727 | STAPLER,PAP | 9Q | EA | \$2.32 | 94 | \$218.08 |

| FSCM | NIIN | NOMENCLATURE | COG | UI | SERVMART SELLING PRICE | 6 MONTH DEMAND | 6 MONTH SALES |
|------|-----------|---------------------------------|-----|----|---------------------------|-------------------|------------------|
| 5110 | 002405943 | KNIFE, ELECTRICIAN | 9Q | EA | \$7.76 | 200 | \$1,552.00 |
| 5110 | 002406209 | PLIERS DIAG W/O INSULATION | 9Q | EA | \$6.02 | 19 | \$114.38 |
| 7920 | 002406350 | WHISK BROOM, CORN FIBERS | 9Q | EA | \$2.84 | 42 | \$119.28 |
| 7920 | 002406358 | BENCH BRUSH | 9Q | EA | \$3.51 | 223 | \$782.73 |
| 7920 | 002407171 | SCRUB BRUSH | 9Q | EA | \$2.74 | 241 | \$660.34 |
| 7920 | 002407174 | FIBER, BRUSH | 9Q | EA | \$1.28 | 162 | \$207.36 |
| 5120 | 002408702 | WRENCH, ADAPTER | 9Q | EA | \$3.12 | 18 | \$56.16 |
| 5120 | 002408716 | SCREWDRIVER | 9Q | EA | \$0.80 | 117 | \$93.60 |
| 7520 | 002412981 | MOISTENER | 9Q | EA | \$0.27 | 101 | \$27.27 |
| 7340 | 002418169 | TABLE FORK ENLISTED | 9Q | BX | \$15.74 | 296 | \$4,659.04 |
| 7340 | 002418171 | STEEL SPOON | 9Q | BX | \$15.39 | 26 | \$400.14 |
| 7510 | 002423813 | BRUSH, PASTE 1" WIDE | 9Q | EA | \$0.42 | 86 | \$36.12 |
| 5350 | 002424406 | WOOL METALL | 9Q | LB | \$1.51 | 10 | \$15.10 |
| 8465 | 002424804 | DOG TAGS, IDENTIFICATION | 9D | EA | \$0.05 | 950 | \$47.50 |
| 7520 | 002431780 | STAPLER, HEAVY DUTY | 9Q | EA | \$14.64 | 54 | \$790.56 |
| 5210 | 002433367 | RULE, STEEL, 18" | 9Q | EA | \$7.62 | 53 | \$403.86 |
| 7920 | 002433407 | BROOM, PUSH | 9Q | EA | \$9.56 | 93 | \$889.08 |
| 7510 | 002433434 | RUBBER BAND | 9Q | BG | \$0.30 | 115 | \$34.50 |
| 7530 | 002439366 | BOOK MEMO GREEN 3 1/2"x6" | 9Q | EA | \$0.81 | 1747 | \$1,415.07 |
| 7530 | 002439436 | CARD INDEX 5X8 WHITE UNRULED | 9Q | HD | \$1.12 | 69 | \$77.28 |
| 7530 | 002439437 | CARD, INDEX 5X8 RULED ONE SIDE | 9Q | HD | \$1.36 | 116 | \$157.76 |
| 8020 | 002448029 | BRUSH, PAINT TRIMS | 9Q | EA | \$0.53 | 11 | \$5.83 |
| 7510 | 002449145 | ERASER, BLAC | 9Q | EA | \$0.68 | 128 | \$87.04 |
| 5130 | 002452661 | BIT DRILL MASONARY 1/4X4 | 9Q | EA | \$0.75 | 14 | \$10.50 |
| 8020 | 002454517 | BRUSH, PAINT | 9Q | EA | \$5.48 | 370 | \$2,027.60 |
| 8020 | 002454520 | BRUSH, PAINT | 9Q | EA | \$7.34 | 91 | \$667.94 |
| 9905 | 002457826 | KEY TAG, RED | 9Q | BX | \$9.44 | 14 | \$132.16 |
| 5350 | 002460330 | CLOTH, ABRASIVE | 9Q | PG | \$14.11 | 47 | \$663.17 |
| 7240 | 002461097 | PAIL, UTILITY 12 QT CAP | 9Q | EA | \$2.68 | 406 | \$1,088.08 |
| 7520 | 002462663 | FRAME, HANGING FOLDER, LEGAL SZ | 9Q | EA | \$1.89 | 352 | \$665.28 |
| 7520 | 002462664 | FRAME, HANGING FOLDER, LTR SZ | 9Q | EA | \$1.87 | 342 | \$639.54 |
| 6240 | 002465052 | LAMP, INCAND | 9G | EA | \$0.59 | 662 | \$390.58 |
| 7530 | 002470310 | INDEX CARD | 9Q | HD | \$0.52 | 57 | \$29.64 |
| 7530 | 002470318 | CARD, INDEX | 9Q | HD | \$0.49 | 591 | \$289.59 |
| 8030 | 002472525 | SEALING COMPOUND, GASKET*** | 9Q | TU | \$1.16 | 52 | \$60.32 |
| 5120 | 002475177 | PLIERS | 9Q | EA | \$6.73 | 49 | \$329.77 |

| FSCM | NIIN | NOMENCLATURE | COG | UI | SERVMART SELLING PRICE | 6 MONTH DEMAND | 6 MONTH SALES |
|------|-----------|-----------------------------|-----|----|---------------------------|-------------------|------------------|
| 7530 | 002476069 | ENVELOPE,MAILING | 9Q | MX | \$23.48 | 30 | \$704.40 |
| 7330 | 002481153 | KITCHEN LADDLE*** | 9Q | EA | \$5.59 | 26 | \$145.34 |
| 7530 | 002495969 | CARD, GUIDE 3X5" BUFF | 9Q | SE | \$0.87 | 20 | \$17.40 |
| 6645 | 002504680 | STOPWATCH, LAB PUSH BUTTON | 9Q | EA | \$80.38 | 29 | \$2,331.02 |
| 5120 | 002509137 | STAPLER, TACK | 9Q | EA | \$17.63 | 29 | \$511.27 |
| 8030 | 002513980 | ANTISEIZE COMPOUND | 9Q | LB | \$2.37 | 54 | \$127.98 |
| 7350 | 002518746 | BOWL EAT | 9Q | DZ | \$17.25 | 95 | \$1,638.75 |
| 8030 | 002523391 | GASKET COMPOUND | 9Q | TU | \$1.56 | 108 | \$168.48 |
| 7230 | 002523394 | HOOK, SHOWER CURTAIN | 9Q | BX | \$4.18 | 22 | \$91.96 |
| 4930 | 002532478 | LUBRICATING GUN, HAND | 9C | EA | \$6.96 | 34 | \$236.64 |
| 7520 | 002544610 | CLIP BOARD | 9Q | EA | \$0.88 | 214 | \$188.32 |
| 7330 | 002544791 | SPATULA, STEEL 8" | 9Q | EA | \$3.47 | 48 | \$166.56 |
| 7330 | 002544793 | KITCHEN LADLE 2-OUNCE | 9Q | EA | \$3.97 | 24 | \$95.28 |
| 7510 | 002549056 | FINGER PAD, RUBBER | 9Q | DZ | \$0.56 | 10 | \$5.60 |
| 5110 | 002550420 | SCISSOR, ELECTRICIAN | 9Q | EA | \$5.00 | 41 | \$205.00 |
| 7340 | 002550702 | SPOON, SERVING PERFORATED | 9Q | EA | \$2.14 | 40 | \$85.60 |
| 7920 | 002557536 | BRUSH, CHASSIS | 9Q | EA | \$3.90 | 42 | \$163.80 |
| 8330 | 002558282 | CHAMOIS, SHEEPSKIN,23X26" | 9Q | EA | \$15.64 | 28 | \$437.92 |
| 5120 | 002569014 | SCREWDRIVER | 9Q | EA | \$1.50 | 23 | \$34.50 |
| 8415 | 002574290 | APRON,CONSTRUCTUON WORKER | 9D | EA | \$6.00 | 23 | \$138.00 |
| 8020 | 002601304 | BRUSH, VARNISH | 9Q | EA | \$1.89 | 958 | \$1,810.62 |
| 5120 | 002604837 | SCREWDRIVER | 9Q | EA | \$1.48 | 25 | \$37.00 |
| 5510 | 002608962 | PLUG WOOD CONE 0X3X8 | 9C | EA | \$1.11 | 63 | \$69.93 |
| 7530 | 002613813 | FILING BOX GUIDES,A-Z,5"X8" | 9Q | SE | \$1.13 | 49 | \$55.37 |
| 7530 | 002613819 | CARD SET, GUIDE | 9Q | HD | \$3.05 | 24 | \$73.20 |
| 8465 | 002616629 | NECKLACE, ID TAG | 9G | EA | \$0.45 | 285 | \$128.25 |
| 9150 | 002617899 | OIL,PENETRATING 16OZ | 9G | PT | \$1.34 | 17 | \$22.78 |
| 8540 | 002627178 | TOWEL,PAPER | 9Q | BX | \$10.42 | 680 | \$7,085.60 |
| 8105 | 002627363 | BAG,PAPER | 9Q | BE | \$25.99 | 90 | \$2,339.10 |
| 5130 | 002630235 | BRUSH, WIRE, ROTARY | 9Q | EA | \$1.11 | 53 | \$58.83 |
| 7920 | 002630328 | HANDLE, WOOD ACME | 9Q | EA | \$2.63 | 690 | \$1,814.70 |
| 7520 | 002633425 | PERFORATOR, OFFICE | 9Q | EA | \$19.71 | 86 | \$1,695.06 |
| 8020 | 002633867 | BRUSH, VARNISH | 9Q | EA | \$3.09 | 426 | \$1,316.34 |
| 8020 | 002633873 | BRUSH, PAINT SASH | 9Q | EA | \$1.52 | 340 | \$516.80 |
| 8020 | 002633874 | BRUSH,PAINT | 9Q | EA | \$1.68 | 111 | \$186.48 |
| 7920 | 002638528 | MOP WRINGER,FLOOR | 9Q | OT | \$46.03 | 113 | \$5,201.39 |

| FSCM | NIIN | NOMENCLATURE | COG | UI | SERVMART SELLING PRICE | 6 MONTH DEMAND | 6 MONTH SALES |
|------|-----------|-------------------------------|-----|----|---------------------------|-------------------|------------------|
| 7520 | 002643718 | PRINTING SET, RUBBER TYPE | 9Q | SE | \$7.58 | 11 | \$83.38 |
| 5120 | 002643795 | WRENCH, OPEN | 9Q | EA | \$7.69 | 148 | \$1,138.12 |
| 5120 | 002643796 | WRENCH ADJUSTABLE 12" | 9Q | EA | \$11.67 | 123 | \$1,435.41 |
| 8135 | 002643826 | PAPER, WRAPPING | 9Q | RO | \$53.31 | 20 | \$1,066.20 |
| 7920 | 002644638 | BROOM,PUSH | 9Q | EA | \$18.34 | 78 | \$1,430.52 |
| 7330 | 002645368 | MEASURE, LIQUID 4QT CAP | 9Q | EA | \$8.60 | 46 | \$395.60 |
| 7510 | 002645478 | STAPLES, PAPER | 9Q | BX | \$1.46 | 205 | \$299.30 |
| 7520 | 002645479 | BOOK ENDS | 9Q | PR | \$0.95 | 120 | \$114.00 |
| 6230 | 002648261 | FLASHLIGHT WATERTIGHT 2D | 9G | EA | \$4.10 | 87 | \$356.70 |
| 7510 | 002665016 | TAPE, PACKAGING WATERPROOF | 9Q | RO | \$5.66 | 931 | \$5,269.46 |
| 7510 | 002666707 | TAPE, PRESSURE SENSI | 9Q | RO | \$1.67 | 417 | \$696.39 |
| 7510 | 002666709 | TAPE, PRESSURE SENSI | 9Q | RO | \$0.69 | 1082 | \$746.58 |
| 7510 | 002666710 | TAPE, MASKING | 9Q | RO | \$1.15 | 4379 | \$5,035.85 |
| 7510 | 002666711 | MASKING TAPE | 9Q | RO | \$0.36 | 544 | \$195.84 |
| 7510 | 002666712 | TAPE,PRESSU | 9Q | RO | \$0.54 | 895 | \$483.30 |
| 7930 | 002667121 | FURNITURE POLISH | 9Q | QT | \$2.61 | 29 | \$75.69 |
| 7930 | 002667136 | METAL POLISH | 9Q | PT | \$2.26 | 282 | \$637.32 |
| 8415 | 002668673 | GLOVE,CORR HANDLING | 9D | PR | \$4.15 | 128 | \$531.20 |
| 8415 | 002668675 | GLOVES RUBBER SIZE 11 | 9D | PR | \$5.35 | 49 | \$262.15 |
| 8415 | 002668677 | GLOVES,RBR,CORR HANDLING * | 9D | PR | \$4.15 | 113 | \$468.95 |
| 8415 | 002668679 | GLOVES RUBBER INDUST 52 9 | 9D | PR | \$4.15 | 115 | \$477.25 |
| 7920 | 002671213 | BRUSH,PLATER'S,HAND | 9Q | EA | \$2.46 | 45 | \$110.70 |
| 7920 | 002671215 | BRUSH,PLATE | 9Q | EA | \$1.85 | 288 | \$532.80 |
| 7920 | 002671218 | HANDLE,MOP | 9Q | EA | \$4.69 | 129 | \$605.01 |
| 7920 | 002672967 | BROOM,PUSH | 9Q | EA | \$4.49 | 25 | \$112.25 |
| 5120 | 002683579 | PLIERS LONG NOS 6"W/O CUTTER | 9Q | EA | \$6.21 | 30 | \$186.30 |
| 7530 | 002683993 | FOLDER, WALLET EXPANDING RED | 9Q | EA | \$1.19 | 236 | \$280.84 |
| 7530 | 002683994 | FOLDER, WALLET EXPANDING | 9Q | EA | \$0.87 | 376 | \$327.12 |
| 8415 | 002687860 | GLOVES,WELD | 9D | PR | \$7.95 | 49 | \$389.55 |
| 8415 | 002687871 | GLOVES,LEATH,HEAVY * | 9D | PR | \$14.30 | 75 | \$1,072.50 |
| 8415 | 002687872 | GLOVES,LEATHER,HEAVY,SZ 2 | 9D | PR | \$14.30 | 82 | \$1,172.60 |
| 8415 | 002688330 | GLOVES,COTTON,WORK | 9D | PR | \$1.30 | 743 | \$965.90 |
| 8415 | 002688349 | GLOVES LEATHER PALM MED | 9D | PR | \$4.60 | 309 | \$1,421.40 |
| 8415 | 002688350 | GLOVES LEATHER PALM LARGE | 9D | PR | \$4.85 | 236 | \$1,144.60 |
| 4930 | 002689786 | OILER HAND PUMP TYPE | 9C | EA | \$4.30 | 16 | \$68.80 |
| 8415 | 002690432 | GLOVES,LEATHER,WELDER,GAUNTLE | 9D | PR | \$7.95 | 46 | \$365.70 |

| FSCM | NIIN | NOMENCLATURE | COG | UI | SERVMART SELLING PRICE | 6 MONTH DEMAND | 6 MONTH SALES |
|------|-----------|-----------------------------------|-----|----|---------------------------|-------------------|------------------|
| 8415 | 002690433 | GLOVES, LEATHER, WELDER, GAUNTLE | 9D | PR | \$8.35 | 48 | \$400.80 |
| 7920 | 002691259 | BRUSH, WIRE, HAND, STIFF | 9Q | EA | \$2.04 | 547 | \$1,115.88 |
| 7930 | 002691272 | ABSORBENT MATERIAL | 9Q | BG | \$4.50 | 57 | \$256.50 |
| 9110 | 002700042 | CHARCOAL, BAG | 9G | LB | \$0.49 | 885 | \$433.65 |
| 8520 | 002700065 | SOAP, BORAX | 9Q | BX | \$2.50 | 94 | \$235.00 |
| 8520 | 002700258 | SOAP, BORAX | 9Q | BX | \$3.19 | 39 | \$124.41 |
| 6230 | 002705418 | FLASHLIGHT 2D CELL | 9Q | EA | \$3.85 | 389 | \$1,497.65 |
| 7520 | 002718884 | DATE STAMP, MO-DAY-YEAR SEQ*** | 9Q | EA | \$1.10 | 42 | \$46.20 |
| 7520 | 002718890 | POINTER, LECTURE WOOD 36"L | 9Q | EA | \$1.05 | 26 | \$27.30 |
| 7510 | 002723044 | LABEL HOLDER, 2" BINDER | 9Q | BX | \$0.66 | 164 | \$108.24 |
| 7510 | 002726886 | THUMB TACK | 9Q | HD | \$0.39 | 86 | \$33.54 |
| 7520 | 002728043 | DATE STAMP, MO-DAY-YR SEQ | 9Q | EA | \$1.10 | 46 | \$50.60 |
| 7340 | 002729586 | SERVER, PIE & CAKE 10" LONG | 9Q | EA | \$2.83 | 44 | \$124.52 |
| 7510 | 002729662 | STAPLES, PAPER | 9Q | BX | \$0.62 | 1217 | \$754.54 |
| 7520 | 002729683 | STENCIL SET | 9Q | SE | \$7.20 | 54 | \$388.80 |
| 7510 | 002729805 | ENVELOPE, TRANSPARENT | 9Q | EA | \$0.54 | 1169 | \$631.26 |
| 5110 | 002730128 | SHEARS, METAL CUTTING | 9Q | EA | \$9.98 | 31 | \$309.38 |
| 7530 | 002739845 | FILE FOLDER | 9Q | HD | \$18.44 | 35 | \$645.40 |
| 7530 | 002739846 | FILE FOLDER | 9Q | HD | \$7.86 | 46 | \$361.56 |
| 8415 | 002742432 | GLOVE, LEATHER, LINEMAN, GAUNT | 9D | PR | \$13.30 | 6 | \$79.80 |
| 8415 | 002742433 | GLOVES, LEATHER, GAUNTLET, LINEM* | 9D | PR | \$13.30 | 29 | \$385.70 |
| 8415 | 002742434 | GLOVES, LEATH, GAUNT, LINSMN, XL | 9D | PR | \$13.30 | 13 | \$172.90 |
| 7240 | 002743875 | BAKERS PAIL, 12 QT CAP | 9Q | EA | \$5.13 | 42 | \$215.46 |
| 7530 | 002745494 | BOOK, MEMO 5-5/8X9" | 9Q | EA | \$3.10 | 97 | \$300.70 |
| 4930 | 002745713 | OILER HAND 6OZ 3" SPOUT | 9C | EA | \$2.78 | 44 | \$122.32 |
| 5340 | 002754584 | HOOK SNAP SWIVEL BRASS | 9Z | EA | \$1.90 | 38 | \$72.20 |
| 7510 | 002757217 | STAPLES, PAPER | 9Q | BX | \$2.32 | 50 | \$116.00 |
| 7510 | 002758558 | TAPE, LIFTOFF | 9Q | EA | \$1.33 | 72 | \$95.76 |
| 8540 | 002767570 | NAPKIN, PAPER TABLE | 9Q | BX | \$46.47 | 74 | \$3,438.78 |
| 5120 | 002771461 | WRENCH, PIPE | 9Q | EA | \$19.22 | 33 | \$634.26 |
| 5120 | 002771484 | WRENCH, PIPE | 9Q | EA | \$7.49 | 60 | \$449.40 |
| 5120 | 002771485 | WRENCH, PIPE | 9Q | EA | \$9.43 | 36 | \$339.48 |
| 5120 | 002771486 | WRENCH, PIPE | 9Q | EA | \$21.54 | 53 | \$1,141.62 |
| 5120 | 002774243 | PLIER, WRENCH | 9Q | EA | \$4.23 | 59 | \$249.57 |
| 5120 | 002774244 | PLIER, WRENCH | 9Q | EA | \$4.66 | 85 | \$396.10 |
| 5110 | 002774588 | BLADE, HAND, HACKSAW | 9Q | BD | \$6.91 | 40 | \$276.40 |

| FSCM | NIIN | NOMENCLATURE | COG | UI | SERVMART SELLING PRICE | 6 MONTH DEMAND | 6 MONTH SALES |
|------|-----------|-------------------------------|-----|----|---------------------------|-------------------|------------------|
| 5110 | 002774590 | BLADE,HAND | 9Q | BD | \$7.69 | 59 | \$453.71 |
| 5110 | 002774591 | BLADE,HAND | 9Q | BD | \$7.69 | 70 | \$538.30 |
| 4730 | 002777133 | CLAMP, HOSE | 9C | EA | \$1.09 | 48 | \$52.32 |
| 5120 | 002779075 | WRENCH, SPANNER | 9Q | EA | \$4.31 | 30 | \$129.30 |
| 5120 | 002779076 | WRENCH, SPANNER | 9Q | EA | \$22.55 | 21 | \$473.55 |
| 5120 | 002780350 | PLIERS, SLIP JOINT 5" | 9Q | EA | \$4.27 | 15 | \$64.05 |
| 5120 | 002780351 | PLIER, SLIP JOINT | 9Q | EA | \$10.06 | 29 | \$291.74 |
| 5120 | 002780352 | PLIER, SLIP JOINT | 9Q | EA | \$6.49 | 63 | \$408.87 |
| 5120 | 002781270 | SCREWDRIVER | 9Q | EA | \$1.16 | 53 | \$61.48 |
| 5120 | 002781283 | SCREWDRIVER | 9Q | EA | \$4.23 | 89 | \$376.47 |
| 5120 | 002782423 | CRIMPING TOOL | 9Q | EA | \$4.39 | 144 | \$632.16 |
| 4730 | 002782523 | CLAMP HOSE 13/16 | 9C | EA | \$0.25 | 157 | \$39.25 |
| 5120 | 002789926 | MIRROR, INSPECTION | 9Q | EA | \$3.26 | 61 | \$198.86 |
| 7510 | 002815234 | PENCIL | 9Q | DZ | \$1.12 | 1378 | \$1,543.36 |
| 7510 | 002815235 | PENCIL | 9Q | DZ | \$1.08 | 313 | \$338.04 |
| 7520 | 002815895 | STAPLER,PAPER OFFICE | 9Q | EA | \$4.80 | 538 | \$2,582.40 |
| 7520 | 002815911 | BASKET, WASTE PAPER | 9Q | EA | \$4.67 | 175 | \$817.25 |
| 7520 | 002815918 | CLIP BOARD | 9Q | EA | \$1.01 | 517 | \$522.17 |
| 7520 | 002815931 | BOX, CASH GRAY STEEL | 9Q | EA | \$16.73 | 21 | \$351.33 |
| 7510 | 002815972 | LABEL HOLDER, 1" BINDER | 9Q | BX | \$0.85 | 151 | \$128.35 |
| 7510 | 002816177 | BINDER 3 RING 7 1/4 X 4 1/4 | 9Q | EA | \$3.36 | 26 | \$87.36 |
| 7510 | 002816180 | BINDER, LOOSE LEAF | 9Q | EA | \$1.42 | 536 | \$761.12 |
| 8540 | 002818360 | TISSUE, FACIAL | 9Q | BX | \$0.83 | 1410 | \$1,170.30 |
| 7210 | 002827950 | BLANKET WOOL GREEN 84X66 | 9D | EA | \$23.00 | 20 | \$460.00 |
| 7510 | 002828201 | CLIP,PAPER | 9Q | DZ | \$0.53 | 301 | \$159.53 |
| 7240 | 002828411 | CAN,FLAME WASTE,METAL,W/COVER | 9Q | EA | \$16.76 | 22 | \$368.72 |
| 7920 | 002829246 | WIRE SCRCH | 9Q | EA | \$1.76 | 288 | \$506.88 |
| 7930 | 002829699 | DETERGENT,GENERAL PURPOSE | 9Q | GL | \$10.87 | 174 | \$1,891.38 |
| 7510 | 002830612 | TAPE,MASKING 1" | 9Q | RO | \$0.79 | 189 | \$149.31 |
| 5940 | 002835280 | TERMINAL. LUG | 9G | HD | \$2.75 | 31 | \$85.25 |
| 7530 | 002851732 | FILE FOLDER | 9Q | HD | \$6.13 | 21 | \$128.73 |
| 7510 | 002851765 | BINDER, LOOSE LEAF | 9Q | EA | \$1.40 | 25 | \$35.00 |
| 7520 | 002851801 | DESK PAD,24"X38",EXECUTIVE | 9Q | EA | \$16.39 | 29 | \$475.31 |
| 7530 | 002852917 | FILE FOLDER, EXPANDABLE | 9Q | EA | \$0.69 | 186 | \$128.34 |
| 7530 | 002853090 | PAPER, TABLET, UNLINED, WHITE | 9Q | PG | \$2.76 | 15 | \$41.40 |
| 9520 | 002853145 | BOX, FILING WOODEN 3X5 CARD | 9Q | EA | \$16.76 | 19 | \$318.44 |

| FSCM | NIIN | NOMENCLATURE | COG | UI | SERVMART SELLING PRICE | 6 MONTH DEMAND | 6 MONTH SALES |
|------|-----------|--------------------------------|-----|----|---------------------------|-------------------|------------------|
| 7520 | 002853148 | BOX, INDEX | 9Q | EA | \$22.07 | 62 | \$1,368.34 |
| 7520 | 002854940 | CASE FILING TRANSFER | 9Q | EA | \$3.74 | 70 | \$261.80 |
| 7510 | 002855422 | EYELET, REINFORCEMENT | 9Q | HD | \$0.48 | 177 | \$84.96 |
| 7510 | 002855995 | CLIP,PAPER | 9Q | DZ | \$2.98 | 51 | \$151.98 |
| 5340 | 002856523 | LOCK,COMBINATION,SECURITY | 9Q | EA | \$49.87 | 59 | \$2,942.33 |
| 8540 | 002857001 | NAPKIN, PAPER | 9Q | BX | \$40.66 | 287 | \$11,669.42 |
| 6675 | 002860602 | DRAFTING SET NAVIGATORS | 9G | SE | \$11.68 | 66 | \$770.88 |
| 7510 | 002861407 | PROTECTOR,D | 9Q | BX | \$2.57 | 340 | \$873.80 |
| 7520 | 002861723 | FILE,WORK O | 9Q | EA | \$11.21 | 120 | \$1,345.20 |
| 6810 | 002863783 | DISTILLED WATER, 1 GAL CONT | 9G | BX | \$11.28 | 3 | \$33.84 |
| 7530 | 002864339 | PAPER,LOOSE | 9Q | HD | \$1.56 | 164 | \$255.84 |
| 7510 | 002865750 | PENCIL | 9Q | DZ | \$1.13 | 243 | \$274.59 |
| 7510 | 002865757 | PENCIL, NO 1 SOFT | 9Q | DZ | \$1.08 | 397 | \$428.76 |
| 7530 | 002866952 | BOOK MEMO COIL BOUND 8X11 | 9Q | EA | \$0.82 | 400 | \$328.00 |
| 7530 | 002866970 | ENVELOPE,MA | 9Q | BX | \$5.82 | 69 | \$401.58 |
| 7530 | 002866975 | ENVELOPE, WHITE FRANKED WINDOW | 9Q | BX | \$5.99 | 24 | \$143.76 |
| 7530 | 002868363 | BOOK RECORD 14" | 9Q | EA | \$6.32 | 455 | \$2,875.60 |
| 7530 | 002868570 | FOLDER FILE GREEN 9 1/2X11 | 9Q | HD | \$36.68 | 23 | \$843.64 |
| 7530 | 002868571 | FOLDER FILE GREEN 9X14 | 9Q | HD | \$42.91 | 16 | \$686.56 |
| 9920 | 002868600 | ASH, RECEIVER GLASS | 9G | EA | \$0.73 | 28 | \$20.44 |
| 5120 | 002872130 | SCREWDRIVER | 9Q | EA | \$1.29 | 36 | \$46.44 |
| 5120 | 002872504 | SCREWDRIVER | 9Q | EA | \$0.74 | 23 | \$17.02 |
| 5120 | 002872512 | CLAMP,PLIER | 9Q | EA | \$10.69 | 31 | \$331.39 |
| 5210 | 002873335 | TAPE MEASURE, 6 FT | 9Q | EA | \$1.51 | 48 | \$72.48 |
| 5120 | 002888739 | SCREWDRIVER, JEWELERS | 9Q | SE | \$8.24 | 83 | \$683.92 |
| 5110 | 002899657 | FRAME, HACKSAW | 9Q | EA | \$3.77 | 81 | \$305.37 |
| 7530 | 002900599 | PAPER BOND WHITE 8 1/2 X 11 | 9Q | BX | \$38.45 | 42 | \$1,614.90 |
| 7530 | 002900617 | PAPER BOND WHITE 8 1/2X11 | 9Q | BX | \$31.06 | 73 | \$2,267.38 |
| 7510 | 002902026 | TAPE,PR SEN | 9Q | RO | \$1.58 | 802 | \$1,267.16 |
| 7510 | 002902027 | TAPE,PR SEN | 9Q | RO | \$0.94 | 81 | \$76.14 |
| 8115 | 002903379 | BOX,SHIPPING 15X12X9-7/8" | 9Q | EA | \$0.81 | 125 | \$101.25 |
| 7510 | 002908036 | TAPE,PRESSU | 9Q | RO | \$1.54 | 407 | \$626.78 |
| 7530 | 002910098 | FOLDER,FILE LETTER SIZE | 9Q | HD | \$5.58 | 207 | \$1,155.06 |
| 7920 | 002911237 | SCOURING BRICK | 9Q | EA | \$5.34 | 246 | \$1,313.64 |
| 5340 | 002914211 | PADLOCK SET 20 LOCKS | 9Z | SE | \$85.61 | 62 | \$5,307.82 |
| 5340 | 002914212 | PADLOCK SET 30 LOCKS | 9Z | SE | \$124.06 | 43 | \$5,334.58 |

| FSCM | NIIN | NOMENCLATURE | COG | UI | SERVMART SELLING PRICE | 6 MONTH DEMAND | 6 MONTH SALES |
|------|-----------|------------------------------|-----|----|---------------------------|-------------------|------------------|
| 5340 | 002914213 | PADLOCK SET, 5 LOCKS | 9Z | SE | \$27.57 | 27 | \$744.39 |
| 5340 | 002914214 | PADLOCK SET 10 SERIES | 9Z | SE | \$39.18 | 149 | \$5,837.82 |
| 5340 | 002916521 | HASP 3 1/2X 1 1/2X1 | 9Z | EA | \$1.42 | 143 | \$203.06 |
| 5340 | 002920893 | SEALS PACKING | 9Z | HD | \$3.25 | 21 | \$68.25 |
| 5340 | 002920896 | PADLOCK, COMBO | 9Q | EA | \$3.09 | 133 | \$410.97 |
| 8030 | 002921102 | ANTISEIZING | 9Q | TU | \$2.01 | 61 | \$122.61 |
| 7920 | 002922359 | BRUSH FLOOR SWEEPING | 9Q | EA | \$6.03 | 155 | \$934.65 |
| 7920 | 002922367 | BROOM,PUSH | 9Q | EA | \$10.90 | 83 | \$904.70 |
| 7920 | 002924375 | BROOM,UPRIG | 9Q | EA | \$8.38 | 548 | \$4,592.24 |
| 9330 | 002929810 | PLEXIGLASS, .125X40X50 | 9G | SH | \$66.52 | 25 | \$1,663.00 |
| 9330 | 002929812 | PLEXIGLASS .250X40X50 | 9G | SH | \$76.12 | 27 | \$2,055.24 |
| 5120 | 002930314 | SCREWDRIVER | 9Q | EA | \$1.01 | 23 | \$23.23 |
| 5133 | 002930983 | DRILL SET,T | 9Q | SE | \$36.07 | 81 | \$2,921.67 |
| 5130 | 002932732 | BRUSH WHEEL WIRE | 9Q | EA | \$6.58 | 24 | \$157.92 |
| 5110 | 002932865 | BLADE, CRAFTSMAN | 9Q | PG | \$0.34 | 209 | \$71.06 |
| 5120 | 002933311 | SCREWDRIVER, FLAT-TIP | 9Q | EA | \$1.22 | 76 | \$92.72 |
| 5120 | 002933341 | NAIL ASSTMNT, 1/16,2/32,1/8" | 9Q | SE | \$5.27 | 22 | \$115.94 |
| 5210 | 002933393 | RULER, WOOD FOLDING | 9Q | EA | \$3.65 | 22 | \$80.30 |
| 5120 | 002933399 | RUBBER Mallet | 9Q | EA | \$7.14 | 27 | \$192.78 |
| 5210 | 002933505 | TAPE,MEASUR | 9Q | EA | \$3.45 | 88 | \$303.60 |
| 9505 | 002934208 | WIRE,NONELE | 9Z | LB | \$3.02 | 100 | \$302.00 |
| 5120 | 002944605 | PUTTY KNIFE | 9Q | EA | \$1.09 | 111 | \$120.99 |
| 8020 | 002976658 | BRUSH,PAINT | 9Q | EA | \$2.45 | 114 | \$279.30 |
| 7520 | 002987043 | STENCIL SET | 9Q | SE | \$4.48 | 61 | \$273.28 |
| 7520 | 002987044 | STENCIL SET | 9Q | SE | \$4.76 | 134 | \$637.84 |
| 6250 | 002992884 | STARTER,FLUOR,FS2,14-20WATTS | 9G | BX | \$5.30 | 178 | \$943.40 |
| 6230 | 002993035 | FLASHLIGHT | 9Q | EA | \$6.17 | 458 | \$2,825.86 |
| 6240 | 002995546 | LAMP,FLUORESCENT | 9G | EA | \$0.92 | 254 | \$233.68 |
| 6250 | 002995962 | STARTER,FLUOR,FS5,4-8WATTS | 9G | EA | \$0.43 | 710 | \$305.30 |
| 5120 | 003052306 | WIRE TWISTER, PLIER | 9Q | EA | \$22.51 | 49 | \$1,102.99 |
| 7510 | 003077885 | ERASER,MECH | 9Q | BX | \$0.15 | 12 | \$1.80 |
| 5120 | 003226231 | SOCKET SET,WRENCH,TOOL | 9Q | SE | \$107.76 | 17 | \$1,831.92 |
| 5140 | 003294306 | POUCH, MECHANICS TOOL BAG | 9Q | EA | \$15.44 | 480 | \$7,411.20 |
| 5140 | 003315496 | TOOL BOX | 9Q | EA | \$16.37 | 25 | \$409.25 |
| 7930 | 003577386 | DETERGENT, GEN. PURPOSE | 9Q | BT | \$1.05 | 2688 | \$2,822.40 |
| 4510 | 003643035 | HOLDER TOILET PAPER ROLL | 9C | EA | \$2.29 | 12 | \$27.48 |

| FSCM | NIIN | NOMENCLATURE | COG | UI | SERVMART SELLING PRICE | 6 MONTH DEMAND | 6 MONTH SALES |
|------|-----------|-------------------------------------|-----|----|---------------------------|-------------------|------------------|
| 7430 | 003723341 | ELEMENTS, TYPING 10 PITCH | 9Q | EA | \$22.55 | 0 | \$0.00 |
| 6750 | 003786825 | MOUNT, TRANSPARENCY FRAME | 9Q | PG | \$9.31 | 42 | \$391.02 |
| 7330 | 003794439 | BAKERY PAD | 9Q | EA | \$2.11 | 876 | \$1,848.36 |
| 7240 | 004049793 | FUNNEL, PLASTIC, 1QT CAP | 9Q | EA | \$1.29 | 75 | \$96.75 |
| 7210 | 004082800 | BEDSPREAD, COTTON | 9Q | EA | \$22.69 | 48 | \$1,089.12 |
| 7510 | 004098646 | BINDER, BLUE 1" 3 RING | 9Q | EA | \$2.30 | 239 | \$549.70 |
| 7510 | 004098647 | BINDER, 3-RING, 1" RED | 9Q | EA | \$2.25 | 88 | \$198.00 |
| 5970 | 004193164 | TAPE, INSULATION, ELECTRICAL | 9G | RO | \$1.44 | 454 | \$653.76 |
| 5970 | 004194291 | TAPE, INSULATION | 9G | RO | \$1.55 | 486 | \$753.30 |
| 6240 | 004277448 | LAMP FLUOR 8W DAYLITE F8T5D | 9G | EA | \$0.96 | 181 | \$173.76 |
| 7920 | 004327117 | SPONGE MOP, 36 INCH HANDLE | 9Q | EA | \$3.97 | 106 | \$420.82 |
| 6685 | 004446500 | THERMOMETER, POCKET | 9L | EA | \$3.04 | 90 | \$273.60 |
| 5133 | 004496775 | DRILL SET, ELECTRIC | 9Q | SE | \$29.05 | 48 | \$1,394.40 |
| 5110 | 004497313 | PUNCH SET | 9Q | SE | \$13.29 | 42 | \$558.18 |
| 5120 | 004498083 | WRENCH, OPEN | 9Q | EA | \$10.15 | 123 | \$1,248.45 |
| 5975 | 004515001 | STRAP, TIEDO | 9G | HD | \$4.43 | 76 | \$336.68 |
| 9150 | 004580075 | LUBRICATING | 9G | CN | \$1.38 | 8 | \$11.04 |
| 7520 | 004607598 | MARKER, TUBE TYPE PINK | 9Q | DZ | \$3.60 | 65 | \$234.00 |
| 7210 | 004659146 | NAPKIN, TABLE CLOTH | 9Q | EA | \$1.32 | 360 | \$475.20 |
| 6515 | 004670089 | PLUG, EAR, PLASTIC, MED, ORANGE | 9L | PG | \$2.01 | 16 | \$32.16 |
| 5120 | 004736476 | WRENCH ADJUSTABLE | 9Q | EA | \$21.33 | 53 | \$1,130.49 |
| 7510 | 004822994 | BINDER, AWARD | 9Q | EA | \$1.85 | 1857 | \$3,435.45 |
| 7210 | 004827071 | LINEN WHITE | 9D | EA | \$8.86 | 98 | \$868.28 |
| 7340 | 004887939 | KNIFE, PARING | 9Q | EA | \$1.35 | 309 | \$417.15 |
| 7340 | 004887950 | KNIFE | 9Q | EA | \$5.69 | 59 | \$335.71 |
| 8125 | 004887952 | BOTTLE, APPL | 9Q | EA | \$1.18 | 659 | \$777.62 |
| 7210 | 004928381 | TABLECLOTH, WHITE 54X90 | 9Q | EA | \$14.77 | 47 | \$694.19 |
| 5320 | 004934101 | POP RIVETS | 9Z | HD | \$2.15 | 50 | \$107.50 |
| 5120 | 004941910 | WRENCH PLIERS | 9Q | EA | \$7.18 | 106 | \$761.08 |
| 5120 | 004941911 | WRENCH PLIERS | 9Q | EA | \$7.87 | 50 | \$393.50 |
| 7520 | 004942448 | SUPPORT SET, STACKING TRAYS | 9Q | SE | \$0.75 | 13 | \$9.75 |
| 4730 | 004943271 | COUPLING, HALF QUICK DISCONNECT | 9C | EA | \$0.29 | 47 | \$13.63 |
| 4730 | 004943272 | COUPLING HOSE MALE 3/8" | 9C | EA | \$2.36 | 16 | \$37.76 |
| 7610 | 005141218 | ATLAS, ROAD, MCNALLY, U.S., CAN, ME | 9Q | EA | \$9.14 | 85 | \$776.90 |
| 7920 | 005142417 | BRUSH, ACID, SWABBING | 9Q | GR | \$4.40 | 113 | \$497.20 |
| 5340 | 005142782 | PADLOCK, COMBINATION*** | 9Q | EA | \$2.77 | 46 | \$127.42 |

| FSCM | NIIN | NOMENCLATURE | COG | UI | SERVMART SELLING PRICE | 6 MONTH DEMAND | 6 MONTH SALES |
|------|-----------|--------------------------------|-----|----|---------------------------|-------------------|------------------|
| 7610 | 005142927 | THESAURUS ROGET'S | 9Q | EA | \$6.24 | 71 | \$443.04 |
| 6645 | 005143523 | CLOCK, WALL ELECTRIC | 9Q | EA | \$12.81 | 23 | \$294.63 |
| 5440 | 005144483 | STEPLADDER | 9Q | EA | \$49.30 | 14 | \$690.20 |
| 7510 | 005150319 | TAPE, DUCT 2" WIDE*** | 9Q | RO | \$16.52 | 40 | \$660.80 |
| 7930 | 005152477 | DETERGENT, G | 9Q | GL | \$4.85 | 313 | \$1,518.05 |
| 4240 | 005164527 | SPECTACLES, INDUSTRIAL | 9Q | PR | \$12.88 | 20 | \$257.60 |
| 7520 | 005208847 | HOLDER, TELE | 9Q | EA | \$0.80 | 14 | \$11.20 |
| 5110 | 005268740 | KNIFE, POCKET, AVIATORS | 9Q | EA | \$14.81 | 40 | \$592.40 |
| 8520 | 005279942 | HAND CLEANER, TUBE TYPE | 9Q | PT | \$0.63 | 148 | \$93.24 |
| 5120 | 005293101 | SCREWDRIVER, PHILLIPS 8" | 9Q | EA | \$2.00 | 32 | \$64.00 |
| 5110 | 005301757 | KNIFE POCKET | 9Q | EA | \$15.88 | 31 | \$492.28 |
| 8540 | 005303770 | TOILET PAPER, TISSUE | 9Q | BX | \$30.19 | 830 | \$25,057.70 |
| 7510 | 005306375 | TAPE, DUCT 1" WIDE | 9Q | RO | \$7.39 | 30 | \$221.70 |
| 7510 | 005308881 | BINDER, BLACK 2" 3 RING | 9Q | EA | \$2.21 | 506 | \$1,118.26 |
| 7920 | 005328543 | TOWEL, MACHINERY | 9Q | BX | \$18.88 | 28 | \$528.64 |
| 4240 | 005422048 | FACESHIELD | 9Q | EA | \$10.09 | 115 | \$1,160.35 |
| 5120 | 005423438 | SCREWDRIVER, PHILLIPS | 9Q | EA | \$2.95 | 34 | \$100.30 |
| 5120 | 005425799 | WRENCH SET, SOCKET | 9Q | SE | \$45.50 | 34 | \$1,547.00 |
| 7520 | 005437149 | PEN, MED. BLUE, W/CHAIN | 9Q | DZ | \$4.89 | 33 | \$161.37 |
| 8125 | 005437699 | BOTTLE SCREW CAP 8 OZ | 9Q | EA | \$0.48 | 60 | \$28.80 |
| 5120 | 005454268 | RETRIEVING TOOL | 9Q | EA | \$2.61 | 128 | \$334.08 |
| 7510 | 005508446 | BRUSH, TYPEWRITER 6" | 9Q | EA | \$0.90 | 67 | \$60.30 |
| 7910 | 005509123 | VACUUM CLEANER, HOUSEHOLD | 9Q | EA | \$78.00 | 15 | \$1,170.00 |
| 7510 | 005519817 | TAPE, CELLULOSE 1" | 9Q | RO | \$1.06 | 304 | \$322.24 |
| 7510 | 005519818 | TAPE, MENDING CELLULOSE 3/4" | 9Q | RO | \$0.37 | 502 | \$185.74 |
| 7510 | 005519819 | TAPE, PRESS SENSITIVE 3/4"W*** | 9Q | RO | \$0.24 | 50 | \$12.00 |
| 7510 | 005519821 | TAPE, CELLULOSE 1/2" | 9Q | RO | \$0.24 | 412 | \$98.88 |
| 7510 | 005519823 | TAPE, MAGIC 1" | 9Q | RO | \$1.80 | 848 | \$1,526.40 |
| 7510 | 005519825 | TAPE, TRANSPARENT 3/4" | 9Q | RO | \$0.93 | 1895 | \$1,762.35 |
| 5345 | 005585929 | DISK, ABRASIVE GRIT 16 | 9Q | BX | \$16.14 | 47 | \$758.58 |
| 8010 | 005587026 | THINNER, PAINT | 9Q | CN | \$14.49 | 46 | \$666.54 |
| 8020 | 005590389 | BRUSH, SASH, FLAT 2X21/2X1/2 | 9Q | EA | \$2.07 | 414 | \$856.98 |
| 8020 | 005590438 | BRUSH, SASH, FLAT 1X21/8 | 9Q | EA | \$1.41 | 259 | \$365.19 |
| 7240 | 005597364 | FUNNEL SPOUT, 1 QT. | 9Q | EA | \$3.33 | 55 | \$183.15 |
| 7930 | 005599481 | CLEANING COMPOUND, TOILET BOWL | 9Q | CN | \$1.55 | 245 | \$379.75 |
| 8020 | 005599842 | BRUSH, PAINT | 9Q | EA | \$2.33 | 376 | \$876.08 |

| FSCM | NIIN | NOMENCLATURE | COG | UI | SERVMART SELLING PRICE | 6 MONTH DEMAND | 6 MONTH SALES |
|------|-----------|--------------------------------|-----|----|---------------------------|-------------------|------------------|
| 8020 | 005599843 | BRUSH,PAINT,2 1/2" | 9Q | EA | \$3.76 | 590 | \$2,218.40 |
| 7530 | 005774368 | LABELS,FILE FOLDER,BLUE | 9Q | PG | \$0.42 | 80 | \$33.60 |
| 7530 | 005774369 | LABELS,FILE FOLDER,GREEN | 9Q | PG | \$0.34 | 26 | \$8.84 |
| 7530 | 005774370 | LABELS,FILE FOLDER,ORANGE | 9Q | PG | \$0.36 | 36 | \$12.96 |
| 7530 | 005774371 | LABELS,FILE FOLDER,RED | 9Q | PG | \$0.49 | 41 | \$20.09 |
| 7530 | 005774372 | LABELS,FILE,FOLDER,YELLOW | 9Q | PG | \$0.52 | 44 | \$22.88 |
| 7530 | 005774376 | LABEL,PRESSURE SENSITIVE | 9Q | PG | \$0.35 | 34 | \$11.90 |
| 7920 | 005774748 | SQUEEGEE,WINDOW 12" | 9Q | EA | \$2.93 | 57 | \$167.01 |
| 7510 | 005792751 | BINDER,LOOSE LEAF 8 1/2"X11" | 9Q | EA | \$2.70 | 793 | \$2,141.10 |
| 7520 | 005797013 | EASEL DISPLAY | 9Q | EA | \$64.37 | 15 | \$965.55 |
| 5120 | 005800334 | SCREWDRIVER SET, PHILLIPS | 9Q | SE | \$12.21 | 80 | \$976.80 |
| 9330 | 005806718 | SHEET, PLASTIC 10X12 | 9Q | SH | \$0.20 | 5650 | \$1,130.00 |
| 5340 | 005822742 | PADLOCK,BRASS 5/8" X 1" | 9Z | EA | \$4.08 | 66 | \$269.28 |
| 7530 | 005824196 | GRAPH PAPER, 8-1/2 X 11" | 9Q | PD | \$4.17 | 65 | \$271.05 |
| 7510 | 005824201 | BINDER,LOOSE LEAF 11 X 8 1/2 | 9Q | BX | \$22.49 | 86 | \$1,934.14 |
| 7510 | 005824772 | TAPE,PRESSURE 1" | 9Q | RO | \$1.18 | 421 | \$496.78 |
| 7510 | 005842489 | PORTFOLIO,BLUE DBL POCKET | 9Q | BX | \$6.50 | 320 | \$2,080.00 |
| 7510 | 005842490 | FOLDERS,PRESENTATION,L.T. BLUE | 9Q | BX | \$6.35 | 313 | \$1,987.55 |
| 6830 | 005843041 | PROFANE, GAS CYLINDER** | 9G | EA | \$3.80 | 29 | \$110.20 |
| 6840 | 005843129 | DISINFECTANT,PINEOIL | 9Q | GL | \$11.73 | 629 | \$7,378.17 |
| 5350 | 005844653 | CLOTH,ABRASIVE EMERY MED. | 9Q | PG | \$14.79 | 36 | \$532.44 |
| 7520 | 005901878 | PENCIL,MECH | 9Q | DZ | \$16.43 | 229 | \$3,762.47 |
| 5110 | 005958317 | FILE SET, HAND | 9Q | SE | \$34.57 | 33 | \$1,140.81 |
| 5110 | 005958400 | KNIFE,CRAFT,BOX OPENER | 9Q | EA | \$1.53 | 193 | \$295.29 |
| 5120 | 005959244 | WRENCH SET, ALLEN LGE SIZE | 9Q | SE | \$1.91 | 149 | \$284.59 |
| 5120 | 005960861 | SCREWDRIVER,CROSS TIP | 9Q | EA | \$4.22 | 32 | \$135.04 |
| 5120 | 005960864 | SCREWDRIVER,PHILLIPS 1/4" | 9Q | EA | \$4.40 | 41 | \$180.40 |
| 5120 | 005961543 | SCRIBE,MACHINIST | 9Q | EA | \$1.09 | 448 | \$488.32 |
| 8430 | 005965507 | SHOES,SAFETY SIZE 7R * | 9D | PR | \$36.00 | 20 | \$720.00 |
| 8430 | 005965596 | SHOES,SAFETY SIZE 7 1/2 W * | 9D | PR | \$36.00 | 5 | \$180.00 |
| 8430 | 005965640 | SHOES,SAFETY SIZE 8R * | 9D | PR | \$36.00 | 19 | \$684.00 |
| 8430 | 005965641 | SHOES,SAFETY SIZE 8W * | 9D | PR | \$36.00 | 4 | \$144.00 |
| 8430 | 005965656 | SHOE,SAFETY,STEEL TIP 8.5R * | 9D | PR | \$36.00 | 22 | \$792.00 |
| 8430 | 005965658 | SHOES,SAFETY SIZE 8 1/2 W * | 9D | PR | \$36.00 | 10 | \$360.00 |
| 8430 | 005965671 | SHOE,SAFETY,STEEL TIP,9R * | 9D | PR | \$36.00 | 22 | \$792.00 |
| 8430 | 005965676 | SHOE,SAFETY,STEEL TIP,9W * | 9D | PR | \$36.00 | 8 | \$288.00 |

| FSCM | NIIN | NOMENCLATURE | COG | UI | SERVMART SELLING PRICE | 6 MONTH DEMAND | 6 MONTH SALES |
|------|-----------|----------------------------------|-----|----|---------------------------|-------------------|------------------|
| 8430 | 005965680 | SHOE, SAFETY, STEEL TIP, 9XW * | 9D | PR | \$36.00 | 8 | \$288.00 |
| 8430 | 005965697 | SHOES, SAFETY, STEEL TIP, 9.5R * | 9D | PR | \$36.00 | 11 | \$396.00 |
| 8430 | 005965721 | SHOES, SAFETY 9 1/2 W * | 9D | PR | \$36.00 | 15 | \$540.00 |
| 8430 | 005965755 | SHOES, SAFETY STEEL TOE 10R... | 9D | PR | \$36.00 | 12 | \$432.00 |
| 8430 | 005965763 | SHOES, SAFETY SIZE 10W * | 9D | PR | \$36.00 | 10 | \$360.00 |
| 8430 | 005965794 | SHOE, SAFETY, STEEL TIP, 10.5N * | 9D | PR | \$36.00 | 5 | \$180.00 |
| 8430 | 005965798 | SHOES, SAFETY SIZE 10 1/2 R * | 9D | PR | \$36.00 | 23 | \$828.00 |
| 8430 | 005965810 | SHOE, SAFETY, STEEL TIP, 10.5W * | 9D | PR | \$36.00 | 19 | \$684.00 |
| 8430 | 005965875 | SHOES, SAFETY SIZE 11R * | 9D | PR | \$36.00 | 22 | \$792.00 |
| 8430 | 005965876 | SHOES, SAFETY SIZE 11W * | 9D | PR | \$36.00 | 7 | \$252.00 |
| 8430 | 005965882 | SHOE, SAFETY STEEL TOE 11.5XN* | 9D | PR | \$36.00 | 2 | \$72.00 |
| 8430 | 005965902 | SHOES, SAFETY SIZE 11 1/2 R * | 9D | PR | \$36.00 | 6 | \$216.00 |
| 8430 | 005965906 | SHOE, SAFETY, STEEL TIP, 12XN * | 9D | PR | \$36.00 | 3 | \$108.00 |
| 8430 | 005965965 | SHOE, SAFETY, STEEL TIP, 12.5W * | 9D | PR | \$36.00 | 6 | \$216.00 |
| 5120 | 005968622 | SOCKET SET, 1/2" SQUARE DRIVE | 9Q | SE | \$52.54 | 21 | \$1,103.34 |
| 5130 | 005969727 | SANDER, ELECTRIC PORTABLE | 9Q | EA | \$87.50 | 4 | \$350.00 |
| 8020 | 005974759 | ROLLER KIT, PAINT, 7"X3/8*** | 9Q | KT | \$2.88 | 109 | \$313.92 |
| 8020 | 005974770 | BRUSH, PAINT FLAT 3" | 9Q | EA | \$4.49 | 275 | \$1,234.75 |
| 8020 | 005975301 | BRUSH, PAINT OVAL 7/8" | 9Q | EA | \$1.31 | 269 | \$352.39 |
| 6510 | 005977469 | BAND AID | 9L | BX | \$1.28 | 65 | \$83.20 |
| 5315 | 005985916 | COTTER, PIN, ASSORT, 100 PER PK | 9Q | AT | \$1.02 | 18 | \$18.36 |
| 8135 | 005986097 | TAPE, GUMMED | 9Q | RO | \$4.12 | 151 | \$622.12 |
| 6810 | 005987316 | BLEACH, CHLORINE** | 9Q | GL | \$2.05 | 350 | \$717.50 |
| 8415 | 006010793 | COVERALL, DISPOSABLE SMALL | 9D | EA | \$3.85 | 37 | \$142.45 |
| 8415 | 006010794 | COVERALL, DISPOSABLE MED. | 9D | EA | \$3.85 | 217 | \$835.45 |
| 8415 | 006010797 | COVERALL, DISPOSABLE, LARGE | 9D | EA | \$3.85 | 314 | \$1,208.90 |
| 8415 | 006010801 | COVERALL, DISPOSABLE X-LARGE | 9D | EA | \$3.85 | 384 | \$1,478.40 |
| 8415 | 006010802 | COVERALL, DISPOSABLE XX-LARGE | 9D | EA | \$3.85 | 140 | \$539.00 |
| 7510 | 006044150 | MOISTENER, FINGERTIPS | 9Q | EA | \$0.34 | 80 | \$27.20 |
| 7290 | 006160109 | JUSTPAN, RUBBER*** | 9Q | EA | \$2.05 | 58 | \$118.90 |
| 7330 | 006160997 | TONGS, FOOD SERVING 12" STEEL | 9Q | EA | \$2.34 | 36 | \$84.24 |
| 7330 | 006160998 | TONGS, FOOD SERVING 9" LONG*** | 9Q | EA | \$1.57 | 36 | \$56.52 |
| 7330 | 006161000 | TONGS, FOOD SERVING 6" | 9Q | EA | \$1.20 | 38 | \$45.60 |
| 7510 | 006167471 | BINDER, LOOSE LEAF 3X5 | 9Q | EA | \$5.11 | 29 | \$148.19 |
| 5110 | 006182700 | PLIERS, DIAG W/INSULATION RED | 9Q | EA | \$6.20 | 31 | \$192.20 |
| 5120 | 006186902 | MIRROR, INSPECTION 16" | 9Q | EA | \$3.22 | 97 | \$312.34 |

| FSCM | NIIN | NOMENCLATURE | COG | UI | SERV MART SELLING PRICE | 6 MONTH DEMAND | 6 MONTH SALES |
|------|-----------|-----------------------------------|-----|----|----------------------------|-------------------|------------------|
| 9330 | 006187215 | SHEET, PLASTIC 10"X12" | 9Q | BX | \$7.50 | 253 | \$1,897.50 |
| 9330 | 006187216 | SHEET, PLASTIC 50X21 | 9Q | RO | \$24.83 | 66 | \$1,638.78 |
| 9330 | 006187218 | PLASTIC SHEET, 3"X 4" | 9Q | HD | \$3.33 | 0 | \$0.00 |
| 7530 | 006198880 | EASEL PAD, WRITING | 9Q | PD | \$6.51 | 177 | \$1,152.27 |
| 7920 | 006199162 | BRUSH, SCRUB | 9Q | EA | \$1.19 | 64 | \$76.16 |
| 7930 | 006199575 | RINSE ADDITIVE, DISHWASHING | 9Q | GL | \$8.10 | 31 | \$251.10 |
| 6850 | 006211820 | LEAK DETECTION, OXYGEN | 9G | BT | \$0.92 | 136 | \$125.12 |
| 5120 | 006296258 | FINGER, MECHANICAL, FLEX, 17 1/2" | 9Q | EA | \$2.38 | 38 | \$90.44 |
| 7920 | 006338774 | APPLICATOR, WAX LAMB WOOL | 9Q | EA | \$5.00 | 203 | \$1,015.00 |
| 7290 | 006339124 | IRONING BOARD PAD | 9Q | EA | \$4.55 | 0 | \$0.00 |
| 7920 | 006339274 | PAD, WAX APPL, WOOL, 12"X6" | 9Q | EA | \$1.19 | 160 | \$190.40 |
| 8415 | 006340205 | APRON, FOOD HANDLER | 9Q | EA | \$4.87 | 158 | \$769.46 |
| 8520 | 006340335 | SOAP, TOILET BAR | 9Q | CK | \$0.20 | 1917 | \$383.40 |
| 7510 | 006341358 | TAPE, CORRECTION | 9Q | RO | \$0.76 | 153 | \$116.28 |
| 7220 | 006341601 | MATTING, GREY VINYL 20X20 | 9Q | EA | \$9.67 | 118 | \$1,141.06 |
| 7290 | 006341996 | DUSTPAN, STEEL, LONG HANDLE | 9Q | EA | \$4.95 | 21 | \$103.95 |
| 7290 | 006342010 | IRON, ELECTRIC FLATIRON | 9Q | EA | \$13.76 | 0 | \$0.00 |
| 7920 | 006342408 | TOWEL, MACHINERY WIPING | 9Q | PG | \$31.59 | 54 | \$1,705.86 |
| 8415 | 006342410 | CAP, FOOD HANDLERS | 9Q | BX | \$3.78 | 409 | \$1,546.02 |
| 7510 | 006342463 | FASTENER, PAPER 3" | 9Q | HD | \$4.16 | 16 | \$66.56 |
| 7540 | 006344018 | OPNAV 2305/4 MEMO CALL | 9Q | PG | \$3.30 | 195 | \$643.50 |
| 8415 | 006344658 | GLOVES, MEN'S | 9Q | PR | \$6.58 | 416 | \$2,737.28 |
| 8415 | 006344660 | GLOVES, MEN | 9Q | PR | \$7.06 | 75 | \$529.50 |
| 7360 | 006344800 | FLATWARE SET, PLASTIC | 9Q | BX | \$0.97 | 536 | \$519.92 |
| 8415 | 006345023 | APRON, UTILITY | 9Q | EA | \$7.96 | 24 | \$191.04 |
| 8415 | 006345026 | GLOVES, FLANNEL, WORK | 9Q | PR | \$1.69 | 1329 | \$2,246.01 |
| 7510 | 006345110 | TAPE, CORRECTION | 9Q | RO | \$1.01 | 66 | \$66.66 |
| 7510 | 006345352 | ERASER, RUBBER | 9Q | GR | \$4.00 | 35 | \$140.00 |
| 6240 | 006354480 | LIGHT LAMP, CAND | 9G | EA | \$0.23 | 936 | \$215.28 |
| 6230 | 006354998 | FLASHLIGHT, POCKET | 9Q | EA | \$1.03 | 136 | \$140.08 |
| 6675 | 006413529 | DRAFTMAN SET, 11PCS | 9G | SE | \$17.72 | 44 | \$779.68 |
| 7350 | 006416050 | DISPENSER, SUGAR 12OZ GLASS | 9Q | EA | \$1.02 | 352 | \$359.04 |
| 6135 | 006431310 | BATTERY BATTLE LANTERN 6 VOLT | 9G | EA | \$1.65 | 1556 | \$2,567.40 |
| 6230 | 006432077 | DESK LAMP, FLOURESCENT | 9Q | EA | \$33.97 | 0 | \$0.00 |
| 5970 | 006443167 | TAPE, FRICTION 3/4 BLACK | 9Q | RO | \$1.60 | 58 | \$92.80 |
| 7920 | 006555280 | PAD, SCOURING | 9Q | DZ | \$2.03 | 182 | \$369.46 |

| FSCM | NIIN | NOMENCLATURE | COG | UI | SERVMART SELLING PRICE | 6 MONTH DEMAND | 6 MONTH SALES |
|------|-----------|----------------------------------|-----|----|---------------------------|-------------------|------------------|
| 9905 | 006560875 | PLATE, IDENTIFICATION | 9Q | EA | \$4.62 | 49 | \$226.38 |
| 65 | 006561093 | FIRST AID KIT, GEN. PURPOSE | 9Q | EA | \$42.01 | 87 | \$3,654.87 |
| 7530 | 006630031 | FOLDER, FILE 12X9 1/3 | 9Q | HD | \$7.47 | 154 | \$1,150.38 |
| 6640 | 006630832 | LENS CLEANER, PAPER 4X6" | 9Q | EA | \$0.39 | 0 | \$0.00 |
| 7290 | 006637300 | IRONING BOARD 54" | 9Q | EA | \$22.63 | 0 | \$0.00 |
| 5340 | 006641363 | BOLT, BARREL 4" LONG*** | 9Q | EA | \$0.87 | 132 | \$114.84 |
| 5340 | 006641667 | HASP, HINGED 4-1/2" LONG*** | 9Q | EA | \$0.91 | 45 | \$40.95 |
| 5340 | 006641705 | HASP, HINGED 6" LONG | 9Q | EA | \$2.10 | 18 | \$37.80 |
| 5340 | 006641707 | HASP, HINGED 3-1/2"*** | 9Q | EA | \$0.90 | 297 | \$267.30 |
| 6840 | 006646610 | DEODORANT, TOILET BOWL | 9Q | EA | \$0.40 | 1565 | \$626.00 |
| 7930 | 006646910 | CLEANER, GLASS 8 OZ BTL | 9Q | BT | \$0.49 | 1465 | \$717.85 |
| 7930 | 006647483 | CLEANING COMPOUND, TOILET | 9Q | QT | \$1.27 | 203 | \$257.81 |
| 5120 | 006795655 | CALKING GUN | 9Q | EA | \$3.83 | 30 | \$114.90 |
| 7510 | 006802395 | TAPE, PRESSURE SEN. ADHESIVE | 9Q | RO | \$2.97 | 1141 | \$3,388.77 |
| 7350 | 006802630 | SHAKER, SALT | 9Q | EA | \$0.38 | 394 | \$149.72 |
| 7350 | 006802770 | PITCHER, PLASTIC 1 QT. | 9Q | EA | \$9.81 | 50 | \$490.50 |
| 8020 | 006826489 | COVER, PAINT ROLLER 7"X3/8 | 9Q | EA | \$0.48 | 644 | \$309.12 |
| 8020 | 006826490 | COVER, PAINT ROLLER 7"X 7/8 | 9Q | EA | \$0.53 | 147 | \$77.91 |
| 8020 | 006826491 | COVER, PAINT ROLLER 9"X3/8 | 9Q | EA | \$0.49 | 589 | \$288.61 |
| 8020 | 006826492 | COVER, PAINT ROLLER 9"X7/8 | 9Q | EA | \$0.62 | 2181 | \$1,352.22 |
| 9920 | 006826757 | RECEPTABLE, ASH ALUMINUM | 9Q | EA | \$1.45 | 92 | \$133.40 |
| 8415 | 006826786 | GLOVES, DISPOSABLE, MED, PLASTIC | 9D | PR | \$0.10 | 2350 | \$235.00 |
| 7920 | 006826862 | WRINGER, MOP | 9Q | EA | \$32.05 | 34 | \$1,089.70 |
| 7910 | 006854241 | PAD, BUFFER | 9Q | BX | \$15.96 | 45 | \$718.20 |
| 7910 | 006854243 | PAD, FLOOR, STRIPPING, 15" | 9Q | BX | \$14.57 | 49 | \$713.93 |
| 7510 | 006854963 | TAPE, MASKING 60YDS X 2" | 9Q | RO | \$1.44 | 236 | \$339.84 |
| 7910 | 006856659 | PAD, FLOOR, SCRUBBING, 15" | 9Q | BX | \$11.32 | 19 | \$215.08 |
| 7910 | 006856671 | PAD FLOOR, BUFF | 9Q | BX | \$10.45 | 46 | \$480.70 |
| 6840 | 006877904 | DISINFECTANT, PINEOIL | 9Q | QT | \$4.00 | 676 | \$2,704.00 |
| 8020 | 006895379 | COVER, PAINT | 9Q | KT | \$2.59 | 253 | \$655.27 |
| 6230 | 006911407 | WAND, SIGNAL BATON | 9G | EA | \$0.80 | 18 | \$14.40 |
| 8040 | 007019546 | ADHESIVE | 9Q | KT | \$2.75 | 44 | \$121.00 |
| 7210 | 007188325 | WASHCLOTH | 9Q | DZ | \$8.62 | 130 | \$1,120.60 |
| 6840 | 007216055 | DEODORANT, PRESSURE CAN 16 OZ. | 9Q | CN | \$1.05 | 353 | \$370.65 |
| 7930 | 007218592 | SCOURING POWDER, 21 OZ CAN | 9Q | CN | \$0.55 | 1206 | \$663.30 |
| 8020 | 007219360 | BUCKET, GRILL, PAINTERS, 7"-9" | 9Q | EA | \$2.49 | 84 | \$209.16 |

| FSCM | NIIN | NOMENCLATURE | COG | UI | SERVMART SELLING PRICE | 6 MONTH DEMAND | 6 MONTH SALES |
|------|-----------|-------------------------------|-----|----|---------------------------|-------------------|------------------|
| 8135 | 007219725 | ALUMINUM FOIL, 18" | 9Q | RO | \$37.98 | 21 | \$797.58 |
| 8135 | 007240551 | FOIL,ALUMINUM 1.5 X 475 | 9Q | RO | \$19.64 | 495 | \$9,721.80 |
| 5975 | 007275153 | STRAP,TIE DOWN ELECT. | 9G | HD | \$0.39 | 182 | \$70.98 |
| 7520 | 007285761 | FILE,HORIZONTAL | 9Q | EA | \$14.40 | 29 | \$417.60 |
| 4720 | 007295338 | GARDEN HOSE, RUBBER 50FT** | 9Q | EA | \$11.47 | 111 | \$1,273.17 |
| 5120 | 007296392 | WRENCH SET,ALLEN 10 PIECE SM | 9Q | SE | \$1.18 | 150 | \$177.00 |
| 7510 | 007350732 | BINDER,FLEX POST BLUE | 9Q | EA | \$9.36 | 225 | \$2,106.00 |
| 9330 | 007529091 | PLASTIC SHEET | 9Q | BX | \$12.23 | 26 | \$317.98 |
| 8020 | 007534911 | TRAY,PAINT | 9Q | EA | \$0.98 | 308 | \$301.84 |
| 8020 | 007534914 | ROLLER,PAINT | 9Q | EA | \$1.53 | 487 | \$745.11 |
| 8020 | 007534915 | ROLLER,PAINT | 9Q | EA | \$1.62 | 764 | \$1,237.68 |
| 6840 | 007534963 | INSECT REPELLENT,PERSONAL | 9G | BT | \$1.36 | 1 | \$1.36 |
| 6810 | 007534993 | ALCOHOL, ISOPROYL | 9G | CN | \$1.76 | 150 | \$264.00 |
| 8030 | 007535006 | SEALNG COMPOUND | 9Q | CA | \$4.24 | 6 | \$25.44 |
| 7540 | 007535067 | SF-71 APPL FOR LEAVE | 9Q | HD | \$0.68 | 240 | \$163.20 |
| 7920 | 007535150 | PAD,SCOURING | 9Q | PG | \$7.13 | 51 | \$363.63 |
| 7920 | 007535242 | PAD,SCOURING | 9Q | PG | \$2.62 | 1292 | \$3,385.04 |
| 7340 | 007535565 | STIRRING STICK, COFFEE | 9Q | BX | \$1.35 | 288 | \$388.80 |
| 5110 | 007541499 | SCISSORS 6" | 9Q | EA | \$6.46 | 123 | \$794.58 |
| 7520 | 007542554 | COPYHOLDER, TYPIST | 9Q | EA | \$34.44 | 33 | \$1,136.52 |
| 8135 | 007542692 | PLASTIC WRAP | 9Q | RO | \$3.51 | 124 | \$435.24 |
| 4240 | 007593290 | PROTECTOR,AURAL SOUND MUFF | 9G | EA | \$10.17 | 69 | \$701.73 |
| 8465 | 007627671 | BAG, LAUNDRY 25" | 9D | EA | \$8.55 | 36 | \$307.80 |
| 6240 | 007637744 | LAMP,INCAND | 9G | EA | \$0.19 | 521 | \$98.99 |
| 7930 | 007646973 | CLEANER, SPIC N SPAN | 9Q | EA | \$4.53 | 20 | \$90.60 |
| 5120 | 007648097 | SCREWDRIVER, PHILIPPS | 9Q | EA | \$1.94 | 107 | \$207.58 |
| 7510 | 007664269 | BINDER,LIST,FLIGHT CREW CHECK | 9Q | EA | \$4.97 | 73 | \$362.81 |
| 7530 | 007675709 | ENVELOPE WHITE 4 1/8 X 9 1/2 | 9Q | BX | \$6.09 | 20 | \$121.80 |
| 7530 | 007675825 | ENVELOPE BROWN,11"X 13" | 9Q | BX | \$28.12 | 4 | \$112.48 |
| 7920 | 007725800 | BRUSH,SANITARY TOILET 14" | 9Q | EA | \$2.41 | 229 | \$551.89 |
| 5120 | 007810819 | PLIER, HOSE CLAMP 12 X 2 | 9Q | EA | \$14.01 | 45 | \$630.45 |
| 8520 | 007822183 | CLEANER,HAND | 9Q | CN | \$6.16 | 79 | \$486.64 |
| 7510 | 007822664 | BINDER,3-RING,2",GRAY | 9Q | EA | \$2.89 | 118 | \$341.02 |
| 8520 | 007823509 | CLEANER,HAND | 9Q | CN | \$7.76 | 58 | \$450.08 |
| 7530 | 007846143 | TAPE,CARBONLESS | 9Q | RO | \$0.54 | 336 | \$181.44 |
| 6510 | 007863736 | ALCOHOL PADS | 9L | PG | \$0.66 | 67 | \$44.22 |

| FSCM | NIIN | NOMENCLATURE | COG | UI | SERV MART SELLING PRICE | 6 MONTH DEMAND | 6 MONTH SALES |
|------|-----------|--------------------------------|-----|----|----------------------------|-------------------|------------------|
| 6230 | 007887399 | ELECTRIC LANTERN W/BATTERY** | 9Q | EA | \$38.31 | 35 | \$1,340.85 |
| 7510 | 007892455 | BOARD, WALL CALENDAR | 9Q | EA | \$2.11 | 146 | \$308.06 |
| 8540 | 007935425 | TISSUE PAPER,FACIAL | 9Q | BX | \$0.36 | 544 | \$195.84 |
| 7530 | 008000996 | PAPER,TABULATING MACHINE 1PT. | 9Q | BX | \$16.81 | 1096 | \$18,423.76 |
| 5210 | 008042660 | GAGE,THICKNESS,25 BLADE, | 9Q | EA | \$3.96 | 54 | \$213.84 |
| 7510 | 008134952 | TAPE,MAGIC TRANSPARENT | 9Q | RO | \$0.43 | 496 | \$213.28 |
| 8510 | 008170295 | POWDER,TALCUM | 9Q | CN | \$1.20 | 25 | \$30.00 |
| 8125 | 008196085 | BOTTLE,SAMPLE PLASTIC | 9G | EA | \$0.72 | 38 | \$27.36 |
| 5120 | 008202995 | SCREWDRIVER, CROSS-TIP 1-1/4** | 9Q | EA | \$0.74 | 40 | \$29.60 |
| 7330 | 008236883 | PAN,PIE | 9Q | EA | \$0.88 | 132 | \$116.16 |
| 8415 | 008237457 | GLOVE,RBR,SOLVENT HAND, * | 9D | PR | \$4.65 | 15 | \$69.75 |
| 7920 | 008239772 | TOWEL,PAPER | 9Q | MX | \$40.69 | 52 | \$2,115.88 |
| 7920 | 008239773 | TOWEL,PAPER KIMWIPE | 9Q | MX | \$35.35 | 227 | \$8,024.45 |
| 7920 | 008239818 | PAD,METAL P | 9Q | CN | \$5.46 | 356 | \$1,943.76 |
| 7510 | 008261876 | TAPE,EMBOSSING BLACK | 9Q | BX | \$3.26 | 518 | \$1,688.68 |
| 7510 | 008261879 | TAPE,EMBOSSING,BLUE | 9Q | BX | \$3.40 | 163 | \$554.20 |
| 4730 | 008264268 | CLAMP,HOSE 1/2 X 1 INCH | 9C | EA | \$0.26 | 145 | \$37.70 |
| 6135 | 008264798 | BATTERY, DRY AAA | 9Q | PG | \$4.13 | 1842 | \$7,607.46 |
| 7490 | 008350443 | EMBOSSING MACHINE,ID | 9Q | EA | \$8.80 | 182 | \$1,601.60 |
| 6135 | 008357210 | BATTERY, D CELL | 9G | PG | \$8.88 | 885 | \$7,858.80 |
| 6530 | 008377472 | SPECIMEN CUPS | 9L | PG | \$12.05 | 4 | \$48.20 |
| 8105 | 008377754 | BAG,PLASTIC | 9Q | MX | \$26.55 | 28 | \$743.40 |
| 8105 | 008377755 | BAG,PLASTIC | 9Q | MX | \$40.90 | 20 | \$818.00 |
| 8105 | 008377756 | BAG,PLASTIC | 9Q | BX | \$35.02 | 18 | \$630.36 |
| 8105 | 008377757 | BAG,PLASTIC | 9Q | BX | \$33.40 | 14 | \$467.60 |
| 7350 | 008383919 | TOOTH PICK,ROUND 250 EA. | 9Q | CO | \$0.32 | 833 | \$266.56 |
| 7690 | 008397698 | DESIG PLATE LTR X | 9G | EA | \$0.67 | 37 | \$24.79 |
| 7690 | 008397739 | DESIG PLATE CIRCLE 4X4 | 9G | EA | \$0.13 | 0 | \$0.00 |
| 7510 | 008461133 | TAPE,EMBOSSING,YELLOW | 9Q | BX | \$3.63 | 161 | \$584.43 |
| 7510 | 008491138 | TAPE,EMBOSSING, GREEN | 9Q | BX | \$3.76 | 321 | \$1,206.96 |
| 7510 | 008491139 | TAPE,EMBOSSING RED | 9Q | BX | \$3.76 | 444 | \$1,669.44 |
| 7230 | 008499839 | CURTAIN,SHOWER 72 X 36 | 9Q | EA | \$3.84 | 423 | \$1,624.32 |
| 5920 | 008506091 | FUSE,CARTRIDGE | 9N | EA | \$0.24 | 1 | \$0.24 |
| 5120 | 008514247 | ALLEN WRENCH SET SCREW DI | 9Q | SE | \$14.88 | 30 | \$446.40 |
| 4140 | 008519319 | FAN, OSCILLATING 3 SPEED | 9Q | EA | \$36.98 | 146 | \$5,399.08 |
| 8105 | 008572247 | ENVELOPE,PACKING LIST 7X4 | 9Q | HD | \$2.22 | 635 | \$1,409.70 |

| FSCM | NIIN | NOMENCLATURE | COG | UI | SERVMART SELLING PRICE | 6 MONTH DEMAND | 6 MONTH SALES |
|------|-----------|----------------------------------|-----|----|---------------------------|-------------------|------------------|
| 7530 | 008611263 | CARD SET, FILE, BLANK | 9Q | HD | \$2.84 | 41 | \$116.44 |
| 8415 | 008613527 | HELMET, CLOTH, FLIGHT DECK CREW* | 9D | EA | \$10.10 | 24 | \$242.40 |
| 9905 | 008660334 | CARD HOLDER 8X8 | 9Q | EA | \$2.52 | 283 | \$713.16 |
| 6240 | 008664143 | LAMP, INCAND. HAND LANTERN | 9G | EA | \$3.89 | 36 | \$140.04 |
| 7510 | 008784470 | TAPE, EMBOSSED, BLUE | 9Q | BX | \$3.26 | 367 | \$1,196.42 |
| 7930 | 008804454 | COMPOUND, DISHWASHING | 9Q | GL | \$4.97 | 892 | \$4,433.24 |
| 6850 | 008807616 | SEALER, SILICONE | 9G | TU | \$3.31 | 356 | \$1,178.36 |
| 3439 | 008827106 | BINDER, TIN | 9G | SL | \$8.50 | 19 | \$161.50 |
| 5120 | 008833003 | PUNCH SET, STANDARD | 9Q | SE | \$10.41 | 51 | \$530.91 |
| 7920 | 008841116 | SPONGE, CELL, LARGE | 9Q | EA | \$0.96 | 3422 | \$3,285.12 |
| 5315 | 008892605 | STAPLES, HEAVY DUTY | 9Q | BX | \$5.39 | 0 | \$0.00 |
| 8030 | 008893534 | TAPE, ANTISEIZE, TEFLON 1/4" | 9Q | EA | \$0.47 | 238 | \$111.86 |
| 8030 | 008893535 | TAPE, ANTISEIZE, TEFLON 1/2" | 9Q | EA | \$0.76 | 435 | \$330.60 |
| 7530 | 008893555 | FILE FOLDER, LETTER STR CUT | 9Q | HD | \$22.31 | 108 | \$2,409.48 |
| 5130 | 008897745 | JIG SAW, ELECTRIC | 9Q | EA | \$144.14 | 17 | \$2,450.38 |
| 8020 | 008897917 | BRUSH, VARNISH 3" | 9Q | EA | \$2.84 | 196 | \$556.64 |
| 8020 | 008897918 | BRUSH, VARNISH 2" | 9Q | EA | \$1.92 | 647 | \$1,242.24 |
| 8020 | 008897919 | BRUSH, VARNISH 1 1/2" | 9Q | EA | \$1.32 | 337 | \$444.84 |
| 8020 | 008897920 | BRUSH, VARNISH 1" | 9Q | EA | \$1.06 | 475 | \$503.50 |
| 5110 | 008925071 | KNIFE, CRAFT | 9Q | EA | \$1.88 | 565 | \$1,062.20 |
| 5120 | 008925485 | HAMMER, HAND REGULAR CLAW | 9Q | EA | \$12.91 | 49 | \$632.59 |
| 5975 | 008994606 | STRAP, TIE DOWN | 9G | HD | \$3.29 | 29 | \$95.41 |
| 7930 | 008999534 | COMPOUND, DISHWASHING | 9Q | CN | \$22.14 | 30 | \$664.20 |
| 6135 | 009002139 | BATTERY, 9V | 9G | PG | \$11.11 | 1440 | \$15,998.40 |
| 7920 | 009003577 | BRUSH, WIRE, STAINLESS, 7.75" | 9Q | EA | \$0.43 | 3965 | \$1,704.95 |
| 5120 | 009006113 | HAMMER, HAND STRAIGHT CLAW 16OZ | 9Q | EA | \$9.61 | 60 | \$576.60 |
| 5975 | 009032284 | STRAP, TIEDOWN | 9G | HD | \$0.48 | 54 | \$25.92 |
| 7520 | 009041265 | MARKER, FELT TIP, BLACK FINE | 9Q | DZ | \$1.88 | 187 | \$351.56 |
| 7520 | 009041266 | MARKER, FELT TIP, RED FINE | 9Q | DZ | \$1.78 | 89 | \$158.42 |
| 7520 | 009041267 | MARKER, FELT TIP, GREEN FINE | 9Q | DZ | \$1.78 | 95 | \$169.10 |
| 7520 | 009041268 | MARKER, FELT TIP, BLUE FINE | 9Q | DZ | \$1.78 | 118 | \$210.04 |
| 7520 | 009044476 | HIGHLIGHTER, YELLOW | 9Q | DZ | \$3.16 | 328 | \$1,036.48 |
| 5120 | 009060168 | WRENCH SET, METRIC 6-19MM | 9Q | SE | \$38.18 | 48 | \$1,832.64 |
| 5975 | 009062414 | STRAP, TIEDOWN | 9G | HD | \$1.89 | 72 | \$136.08 |
| 5340 | 009078277 | DOOR WEDGE, RUBBER | 9Q | EA | \$0.78 | 79 | \$61.62 |
| 4730 | 009083193 | CLAMP, HOSE | 9C | EA | \$0.28 | 146 | \$40.88 |

| FSCM | NIIN | NOMENCLATURE | COG | UI | SERVIMART SELLING PRICE | 6 MONTH DEMAND | 6 MONTH SALES |
|------|-----------|--------------------------------|-----|----|----------------------------|-------------------|------------------|
| 4730 | 009083194 | CLAMP,HOSE | 9C | EA | \$0.26 | 193 | \$50.18 |
| 4730 | 009098627 | CLAMP,HOSE | 9C | EA | \$0.31 | 106 | \$32.86 |
| 6510 | 009137909 | BANDAID | 9L | BX | \$8.25 | 7 | \$57.75 |
| 5120 | 009265175 | BRUSH,WIRE BATTERY | 9Q | EA | \$2.00 | 22 | \$44.00 |
| 7920 | 009265176 | SCOURING PAD, STEEL | 9Q | EA | \$0.81 | 2716 | \$2,199.96 |
| 7920 | 009265244 | BUCKET,MOP | 9Q | EA | \$22.35 | 105 | \$2,346.75 |
| 7920 | 009265245 | BUCKET,MOP,WITH CASTERS 35 QT. | 9Q | EA | \$58.36 | 43 | \$2,509.48 |
| 7930 | 009265280 | DETERGENT, SPRAY N WIPE 1 PT | 9Q | BT | \$1.43 | 9796 | \$14,008.28 |
| 8135 | 009268991 | CUSHIONING, ROLL | 9Q | RO | \$17.50 | 37 | \$647.50 |
| 6810 | 009306311 | TRICHLORETHANE 12 OZ. | 9Q | CN | \$2.74 | 85 | \$232.90 |
| 7520 | 009350980 | MARKER,FELT PEN,YELLOW FINE | 9Q | DZ | \$1.50 | 22 | \$33.00 |
| 7520 | 009350982 | MARKER,FELT PEN,PURPLE FINE | 9Q | DZ | \$1.64 | 81 | \$132.84 |
| 7510 | 009351005 | RULER, LASTIC INCH/METRIC | 9Q | EA | \$0.27 | 102 | \$27.54 |
| 8415 | 009351901 | HELMET,CONSTRUCTION,BLUE | 9Q | EA | \$4.12 | 14 | \$57.68 |
| 8415 | 009353132 | HELMET,SAFETY,BLUE | 9Q | EA | \$2.55 | 148 | \$377.40 |
| 8415 | 009353139 | HELMET,SAFETY,WHITE | 9Q | EA | \$2.48 | 111 | \$275.28 |
| 8415 | 009353140 | HELMET,SAFETY,YELLOW | 9Q | EA | \$2.48 | 24 | \$59.52 |
| 7530 | 009354183 | PAPER,TELETYPE,WHITE 2 COPY | 9Q | RO | \$4.41 | 123 | \$542.43 |
| 5120 | 009354641 | HEX KEY SET 20 PIECES SHRT ARM | 9Q | SE | \$12.10 | 65 | \$786.50 |
| 4220 | 009355528 | BLADDER,VEST,LIFE PRESERVER * | 9C | EA | \$17.45 | 23 | \$401.35 |
| 6510 | 009355820 | BANDAGE,ELASTIC,2X4.5YDS,12S | 9L | PG | \$2.99 | 27 | \$80.73 |
| 7540 | 009355862 | OF 41, ROUTING & XMITTAL SLIP | 9Q | PG | \$2.90 | 29 | \$84.10 |
| 7530 | 009355544 | ENVELOPE, PLN BROWN | 9Q | MX | \$24.65 | 24 | \$591.60 |
| 7530 | 009356574 | ENVELOPE, FRANKED WHITE | 9Q | BX | \$4.20 | 46 | \$193.20 |
| 7520 | 009357135 | PEN,BALL POINT,BLACK FINE | 9Q | DZ | \$3.17 | 2518 | \$7,982.06 |
| 7520 | 009357136 | PEN,BALL POINT,BLACK MEDIUM | 9Q | DZ | \$3.17 | 3112 | \$9,865.04 |
| 7540 | 009357150 | SF 171 EMPLOYMENT STATEMENT | 9Q | HD | \$4.98 | 32 | \$159.36 |
| 5120 | 009357315 | WRENCH SET,METRIC SOCKET | 9Q | SE | \$105.09 | 9 | \$945.81 |
| 5130 | 009357354 | DRILL,ELECTRIC | 9Q | EA | \$82.37 | 19 | \$1,565.03 |
| 8030 | 009381947 | COMPOUND,CORROSION | 9Q | CN | \$3.35 | 47 | \$157.45 |
| 8040 | 009386860 | ADHESIVE,SPRAY ON 24 OZ. | 9Q | CN | \$3.39 | 15 | \$50.85 |
| 7510 | 009400935 | PIN,PUSH | 9Q | HD | \$0.66 | 88 | \$58.08 |
| 5975 | 009441499 | STRAP, TIEDOWN 7.5 INCH | 9G | HD | \$2.70 | 47 | \$126.90 |
| 7290 | 009467905 | IRONING BOARD COVER | 9Q | EA | \$3.58 | 0 | \$0.00 |
| 8135 | 009527188 | FOIL,ALUMINUM FOOD SERVICE | 9Q | RO | \$48.76 | 58 | \$2,828.08 |
| 7530 | 009594441 | TAB SHEETS,BLANK | 9Q | SE | \$2.32 | 140 | \$324.80 |

| FSCM | NIIN | NOMENCLATURE | COG | UI | SERVMART SELLING PRICE | 6 MONTH DEMAND | 6 MONTH SALES |
|------|-----------|----------------------------------|-----|----|---------------------------|-------------------|------------------|
| 7530 | 009594562 | PAD, LINED ACCOUNTING 8-3/8X14 | 9Q | PD | \$1.80 | 30 | \$54.00 |
| 7920 | 009595248 | BRUSH, VALVE | 9Q | EA | \$2.05 | 54 | \$110.70 |
| 5970 | 009623335 | VARNISH, PAINT, INSULATING | 9Q | CN | \$9.44 | 24 | \$226.56 |
| 5120 | 009650604 | WRENCH, PLIER JAW 5 1/2" | 9Q | EA | \$6.74 | 90 | \$606.60 |
| 5110 | 009650974 | PLIERS, DIAGONAL CUTTING 4" | 9Q | EA | \$6.35 | 10 | \$63.50 |
| 4210 | 009651105 | FIRE EXTINGUISHER, 2-1/2 LB*** | 9Q | EA | \$14.02 | 8 | \$112.16 |
| 7920 | 009651709 | TOWEL, PAPER WIPING | 9Q | BX | \$27.60 | 42 | \$1,159.20 |
| 8520 | 009652109 | CLEANING SCOURING | 9Q | LB | \$1.06 | 157 | \$166.42 |
| 7510 | 009652442 | BINDER, COMPUTER PAPER PLASTIC | 9Q | EA | \$5.84 | 27 | \$157.68 |
| 7510 | 009652443 | BINDER, COMPUTER PRINTOUT | 9Q | EA | \$1.63 | 222 | \$361.86 |
| 8540 | 009655790 | COVER, TOILET | 9Q | PG | \$1.54 | 179 | \$275.66 |
| 8135 | 009662532 | PAPER, FIRE RETARDANT | 9Q | RO | \$60.27 | 32 | \$1,928.64 |
| 5350 | 009675093 | MAT, ABRASIVE | 9Q | SH | \$0.97 | 1086 | \$1,053.42 |
| 5210 | 009718827 | RULE, STEEL, FLEXIBLE 6" | 9Q | EA | \$1.36 | 203 | \$276.08 |
| 7520 | 009731059 | MARKER, FELT TIP, BLACK WIDE | 9Q | DZ | \$3.31 | 383 | \$1,267.73 |
| 7520 | 009731060 | MARKER, FELT TIP, BROAD BLUE | 9Q | DZ | \$2.69 | 93 | \$250.17 |
| 7520 | 009731062 | MARKER, FELT TIP, RED | 9Q | DZ | \$2.83 | 83 | \$234.89 |
| 6850 | 009739091 | PENETRATING FLUID, AEROSOL CAN | 9Q | CN | \$3.12 | 44 | \$137.28 |
| 7530 | 009820066 | LABEL, GUMMED, WHITE 1X3 | 9Q | PG | \$0.73 | 95 | \$69.35 |
| 5975 | 009846582 | STRAP, TIEDOWN | 9G | HD | \$1.32 | 110 | \$145.20 |
| 5210 | 009856610 | YARD STICK, ALUMINUM | 9Q | EA | \$1.76 | 29 | \$51.04 |
| 7930 | 009856906 | DETERGENT, DISHWASH MACH, 2LB BG | 9Q | BG | \$1.82 | 172 | \$313.04 |
| 6135 | 009857845 | BATTERY SIZE AA | 9G | PG | \$5.44 | 763 | \$4,150.72 |
| 6135 | 009857846 | BATTERY, ENERGIZER SZ C | 9Q | PG | \$6.00 | 506 | \$3,036.00 |
| 6750 | 009860468 | FILM, BLACK & WHITE 35MM*** | 9G | RO | \$2.79 | 120 | \$334.80 |
| 7930 | 009907391 | DETERGENT, LAUNDRY | 9Q | DR | \$16.82 | 85 | \$1,429.70 |
| 6150 | 009907397 | CORD, EXTENSION SHEATH, 8' LONG | 9Q | EA | \$29.13 | 22 | \$640.86 |
| 7530 | 009908884 | FOLDER, FILE, RED 9 1/2 X 11 3/4 | 9Q | EA | \$1.26 | 5769 | \$7,268.94 |
| 7510 | 009954852 | PORTFOLIO, PLASTIC W/ZIPPER | 9Q | EA | \$2.54 | 31 | \$78.74 |
| 7510 | 009954887 | TAPE, EMBOSSED, RED | 9Q | BX | \$3.30 | 270 | \$891.00 |
| 7510 | 009954890 | TAPE, EMBOSSED, BLUE | 9Q | BX | \$3.51 | 204 | \$716.04 |
| 7510 | 009954893 | TAPE, EMBOSSED, BLACK | 9Q | BX | \$2.82 | 318 | \$896.76 |
| 5110 | 009974237 | SCRAPER, GLASS, RAZOR BLADE | 9Q | EA | \$0.78 | 317 | \$247.26 |
| 5340 | 010045180 | PADLOCK, LONG SHANK*** | 9Z | EA | \$4.68 | 81 | \$379.08 |
| 8465 | 010046225 | BOATSWAINS PIPE | 9D | EA | \$9.50 | 45 | \$427.50 |
| 7520 | 010059136 | BASKET, WASTEPAPER, PLASTIC** | 9Q | EA | \$6.61 | 39 | \$257.79 |

| FSCM | NIIN | NOMENCLATURE | COG | UI | SERVMART SELLING PRICE | 6 MONTH DEMAND | 6 MONTH SALES |
|------|-----------|--------------------------------|-----|----|---------------------------|-------------------|------------------|
| 7510 | 010119457 | LEAD, PENCIL | 9Q | TU | \$0.18 | 667 | \$120.06 |
| 5935 | 010123066 | CONNECTOR, PLUG | 9N | EA | \$1.43 | 50 | \$71.50 |
| 5935 | 010123080 | CONNECTOR, U GROUND | 9N | EA | \$1.68 | 90 | \$151.20 |
| 8415 | 010129294 | GLOVES, RUBBER LATEX * | 9Q | PR | \$1.45 | 386 | \$559.70 |
| 7210 | 010155190 | PILLOW, BED, COTTON | 9D | EA | \$8.10 | 68 | \$550.80 |
| 6750 | 010176619 | FILM, 108 POLACOLOR TWO | 9Q | PG | \$23.34 | 0 | \$0.00 |
| 7510 | 010202806 | CORRECTION FLUID | 9Q | BT | \$0.63 | 1393 | \$877.59 |
| 6750 | 010209934 | FILM, COLOR SLIDE ASA, 64 | 9G | RO | \$2.45 | 18 | \$44.10 |
| 5120 | 010287102 | PLIERS, DUCK BILL 3" | 9Q | EA | \$13.47 | 23 | \$309.81 |
| 6510 | 010317032 | BANDAGE, ADHESIVE FIRST AID*** | 9Q | PG | \$2.15 | 73 | \$156.95 |
| 8040 | 010398132 | GLUE STICK | 9Q | EA | \$0.33 | 1373 | \$453.09 |
| 6750 | 010436011 | FILM POLAROID, TYPE 667 B&W | 9G | PG | \$14.92 | 44 | \$656.48 |
| 7520 | 010453532 | PEN, BLACK, FINE, FIBER POINT | 9Q | DZ | \$2.77 | 362 | \$1,002.74 |
| 5180 | 010464980 | TOOL KIT, ELECTRICIAN'S | 9Q | KT | \$315.32 | 5 | \$1,576.60 |
| 6645 | 010468848 | CLOCK, WALL | 9Q | EA | \$15.25 | 103 | \$1,570.75 |
| 6645 | 010468849 | CLOCK, WALL | 9Q | EA | \$16.48 | 50 | \$824.00 |
| 8540 | 010556094 | PAPER, TISSUE | 9Q | BX | \$27.96 | 110 | \$3,075.60 |
| 8540 | 010556134 | TOWEL, PAPER | 9Q | BX | \$37.04 | 122 | \$4,518.88 |
| 7350 | 010562896 | CUP, PAPER 8 OZ | 9Q | BX | \$27.54 | 189 | \$5,205.06 |
| 8540 | 010562897 | PAPER, NAPKIN | 9Q | BX | \$48.30 | 43 | \$2,076.90 |
| 7530 | 010571877 | FOLDER, FILE, HANGING, GREEN | 9Q | BX | \$7.33 | 97 | \$711.01 |
| 8405 | 010573482 | COVERALL, BLUE 36 S | 9D | EA | \$18.60 | 71 | \$1,320.60 |
| 8405 | 010573483 | COVERALL, BLUE 36R | 9D | EA | \$18.60 | 35 | \$651.00 |
| 8405 | 010573484 | COVERALL, BLUE 38 SMALL | 9D | EA | \$15.60 | 40 | \$624.00 |
| 8405 | 010573485 | COVERALL, BLUE 38 R | 9D | EA | \$18.60 | 163 | \$3,031.80 |
| 8405 | 010573486 | COVERALL, BLUE 38 L | 9D | EA | \$18.60 | 171 | \$3,180.60 |
| 8405 | 010573487 | COVERALL, BLUE 40S | 9D | EA | \$18.60 | 156 | \$2,901.60 |
| 8405 | 010573488 | COVERALL, BLUE 40 R | 9D | EA | \$18.60 | 113 | \$2,101.80 |
| 8405 | 010573490 | COVERALL, BLUE 42S | 9D | EA | \$18.60 | 192 | \$3,571.20 |
| 8405 | 010573491 | COVERALL, BLUE 42 R | 9D | EA | \$18.60 | 265 | \$4,929.00 |
| 8405 | 010573492 | COVERALL, BLUE 42 L | 9D | EA | \$18.60 | 300 | \$5,580.00 |
| 8405 | 010573493 | COVERALL, BLUE 44 S | 9D | EA | \$18.60 | 157 | \$2,920.20 |
| 8405 | 010573494 | COVERALL, BLUE 44 R | 9D | EA | \$18.60 | 286 | \$5,319.60 |
| 8405 | 010573495 | COVERALL, BLUE 46 S * | 9D | EA | \$18.60 | 120 | \$2,232.00 |
| 8405 | 010573496 | COVERALL, BLUE 46 R | 9D | EA | \$18.60 | 505 | \$9,393.00 |
| 8405 | 010573497 | COVERALL, BLUE 46 L | 9D | EA | \$18.60 | 202 | \$3,757.20 |

| FSCM | NIIN | NOMENCLATURE | COG | UI | SERVMART SELLING PRICE | 6 MONTH DEMAND | 6 MONTH SALES |
|------|-----------|-------------------------------|-----|----|---------------------------|-------------------|------------------|
| 8405 | 010573498 | COVERALL,BLUE 48 R | 9D | EA | \$18.60 | 98 | \$1,822.80 |
| 8405 | 010573499 | COVERALL,BLUE 48 L | 9D | EA | \$18.60 | 256 | \$4,761.60 |
| 8405 | 010575582 | COVERALL,BLUE 44 L | 9D | EA | \$18.60 | 288 | \$5,356.80 |
| 7520 | 010589975 | PEN, BALL POINT | 9Q | DZ | \$2.18 | 38 | \$82.84 |
| 7520 | 010589977 | PEN,BALL POINT | 9Q | DZ | \$2.35 | 93 | \$218.55 |
| 7520 | 010589978 | PEN,NONREF,BLACK | 9Q | DZ | \$2.22 | 142 | \$315.24 |
| 7520 | 010605820 | PEN,BLACK FINE | 9Q | DZ | \$2.40 | 136 | \$326.40 |
| 7520 | 010605821 | PEN,BALL POINT FINE RED | 9Q | DZ | \$2.73 | 148 | \$404.04 |
| 7530 | 010607511 | BOOK,MEMO,LINED | 9Q | EA | \$0.60 | 4359 | \$2,615.40 |
| 8030 | 010668156 | TORQUE SEALING COMPOUND,BLUE | 9Q | TU | \$1.34 | 48 | \$64.32 |
| 6840 | 010676674 | INSECTICIDE, AEROSOL CN** | 9G | CN | \$4.13 | 20 | \$82.60 |
| 6750 | 010680573 | FILM, COLOR 35M PRINTS | 9G | RO | \$6.27 | 305 | \$1,912.35 |
| 7520 | 010696790 | MARKER, DRY ERASE 4-COLOR | 9Q | SE | \$3.12 | 587 | \$1,831.44 |
| 7530 | 010730320 | TRANSPARENCY SHEETS, CLEAR | 9Q | PG | \$3.46 | 116 | \$401.36 |
| 6260 | 010744229 | LIGHT, SAFETY - GREEN | 9G | BX | \$6.48 | 130 | \$842.40 |
| 7930 | 010750776 | OVEN CLEANER, GL*** | 9Q | GL | \$2.66 | 67 | \$178.22 |
| 7510 | 010841021 | PROTECTOR,CORRESPONDENCE | 9Q | BX | \$4.61 | 18 | \$82.98 |
| 6260 | 010868077 | LIGHT,SAFETY | 9G | EA | \$3.73 | 266 | \$992.18 |
| 7520 | 010873618 | PEN,RED,FINE,FIBER POINT @ | 9Q | DZ | \$2.20 | 53 | \$116.60 |
| 8415 | 010923910 | GLOVES, HEAT PROTECTIVE * | 9D | PR | \$17.05 | 38 | \$647.90 |
| 6685 | 010923911 | THERMOMETER,OVEN | 9G | EA | \$2.88 | 42 | \$120.96 |
| 7930 | 010925313 | LIMEAWAY, ECOLAB #12021 | 9G | GL | \$6.61 | 267 | \$1,764.87 |
| 7520 | 010944307 | TRAY,LETTER,STACKABLE,EBONY | 9Q | PG | \$2.51 | 92 | \$230.92 |
| 7520 | 010944308 | TRAY, DESK PLASTIC | 9Q | PG | \$2.54 | 78 | \$198.12 |
| 7520 | 010944309 | TRAY,DESK,PLASTIC,BLACK | 9Q | PG | \$6.93 | 33 | \$228.69 |
| 7520 | 010944310 | TRAY DESK LEGAL BEIGE | 9Q | PG | \$6.63 | 59 | \$391.17 |
| 7510 | 010948418 | TAPE,LIFT OFF, DRY | 9Q | EA | \$0.18 | 234 | \$42.12 |
| 7510 | 010952184 | RIBBON,CORRECTION,IBM | 9Q | BX | \$4.08 | 45 | \$183.60 |
| 7045 | 011011586 | HEAD CLEANING DISK DRIVE KITS | 9Q | EA | \$4.73 | 84 | \$397.32 |
| 8030 | 011032868 | CLEANER,PROTECTANT,ARMORALL | 9Q | PT | \$2.58 | 212 | \$546.96 |
| 4240 | 011084171 | RESPIRATOR, AIR FILTER | 9G | EA | \$3.45 | 120 | \$414.00 |
| 7530 | 011167865 | PAD,WRITING | 9Q | DZ | \$5.89 | 445 | \$2,621.05 |
| 7530 | 011167866 | PAD,POST-IT-NOTE,YEL 1-1/2X2" | 9Q | DZ | \$2.29 | 385 | \$881.65 |
| 7530 | 011167867 | POST IT NOTE PAD, 3X3" | 9Q | DZ | \$4.30 | 534 | \$2,296.20 |
| 7210 | 011196415 | SHEET,BED | 9Q | DZ | \$99.09 | 46 | \$4,558.14 |
| 7510 | 011238973 | RIBBON,TYPEWRITER | 9Q | EA | \$1.33 | 242 | \$321.86 |

| FSCM | NIIN | NOMENCLATURE | COG | UI | SERVMART SELLING PRICE | 6 MONTH DEMAND | 6 MONTH SALES |
|------|-----------|----------------------------------|-----|----|---------------------------|-------------------|------------------|
| 6240 | 011240037 | LAMP, FLUORESCENT | 9G | EA | \$2.18 | 45 | \$98.10 |
| 7530 | 011245660 | PAPER WRITING, RULE WHITE LINE | 9Q | DZ | \$9.74 | 419 | \$4,081.06 |
| 7530 | 011247632 | PAD, WRITING | 9Q | DZ | \$13.57 | 201 | \$2,727.57 |
| 8305 | 011250725 | CHEESE CLOTH, 36" WIDE 5YDS | 9Q | PG | \$1.62 | 301 | \$487.62 |
| 7530 | 011310091 | PAD, WRITING PAPER | 9Q | DZ | \$59.03 | 237 | \$13,990.11 |
| 7045 | 011448447 | DISKETTE, 5 1/4", DS, DD | 9Q | BX | \$3.72 | 811 | \$3,016.92 |
| 7520 | 011453936 | DISPENSER, POST IN NOTE | 9Q | EA | \$5.17 | 139 | \$718.63 |
| 7530 | 011463361 | XEROX PAPER, BLUE 8-1/2X11*** | 9Q | BX | \$39.85 | 8 | \$318.80 |
| 7530 | 011476811 | XEROX PAPER, YELLOW 8-1/2X11** | 9Q | BX | \$35.75 | 104 | \$3,718.00 |
| 7530 | 011476812 | XEROX PAPER, GREEN 8-1/2X11*** | 9Q | RM | \$35.06 | 320 | \$11,219.20 |
| 7530 | 011481766 | XEROX PAPER, BUFF 8-1/2X11*** | 9Q | RM | \$3.56 | 40 | \$142.40 |
| 7530 | 011500334 | XEROX PAPER, PINK 8-1/2X11*** | 9Q | BX | \$35.64 | 12 | \$427.68 |
| 6515 | 011502977 | GLOVES, RUBBER DISPOSABLE** | 9L | PG | \$5.75 | 46 | \$264.50 |
| 6515 | 011502978 | GLOVES EXAM DISPOSABLE | 9L | PG | \$5.73 | 124 | \$710.52 |
| 7930 | 011527072 | DETERGENT, SOLID POWER #10371 | 9Q | CS | \$81.17 | 147 | \$11,931.99 |
| 7520 | 011561411 | MARKER ASSORTMENT TUBE SET... | 9Q | SE | \$3.12 | 0 | \$0.00 |
| 7530 | 011564689 | XEROX PAPER, GOLDEN ROD*** | 9Q | BX | \$32.93 | 24 | \$790.32 |
| 7510 | 011578318 | RIBBON, TYPEWRITER, NEC | 9Q | EA | \$3.23 | 31 | \$100.13 |
| 8415 | 011589446 | GLOVES, RUBBER, ELECT, INSULAT * | 9D | PR | \$30.50 | 66 | \$2,013.00 |
| 8415 | 011589447 | GLOVES, RUBBER | 9D | PR | \$30.50 | 41 | \$1,250.50 |
| 8415 | 011589448 | GLOVES, RUBBER, SIZE 11, ELECT | 9D | PR | \$30.50 | 39 | \$1,189.50 |
| 7520 | 011591585 | MARKER, TUBE TYPE LT BLUE | 9Q | DZ | \$2.81 | 60 | \$168.60 |
| 7510 | 011616973 | RIBBON, COMPUTING MACHINE | 9Q | EA | \$1.16 | 64 | \$74.24 |
| 7520 | 011660682 | MARKER, TUBE TYPE | 9Q | DZ | \$2.81 | 63 | \$177.03 |
| 7510 | 011674262 | COVER-UP TAPE WHITE 1X700" | 9Q | RO | \$0.89 | 17 | \$15.13 |
| 8430 | 011742420 | SHOES, MOLDER 8R | 9D | PR | \$32.30 | 59 | \$1,905.70 |
| 8430 | 011742421 | SHOES, MOLDER 8XW | 9D | PR | \$32.30 | 19 | \$613.70 |
| 8430 | 011742422 | SHOE, MOLDER, SIZE 9R | 9D | PR | \$37.20 | 49 | \$1,822.80 |
| 8430 | 011742424 | SHOES, MOLDER 10R | 9D | PR | \$32.30 | 66 | \$2,131.80 |
| 8430 | 011742426 | SHOES, MOLDER 11R | 9D | PR | \$32.30 | 41 | \$1,324.30 |
| 7420 | 011745218 | CALCULATOR, DESK TOP 12 DIGIT | 9Q | EA | \$43.13 | 101 | \$4,356.13 |
| 6150 | 011761801 | EXTENSION CORD, 3 OUTLET | 9G | EA | \$9.76 | 60 | \$585.60 |
| 7920 | 011773633 | TOWEL, PAPER | 9Q | BX | \$14.78 | 77 | \$1,138.06 |
| 7930 | 011775119 | DETERGENT, SOLITAIRE #17301 | 9Q | BX | \$114.21 | 104 | \$11,877.84 |
| 6260 | 011785560 | LIGHT, SAFETY BLUE* | 9G | BX | \$6.48 | 105 | \$680.40 |
| 7460 | 011790048 | FILE, ROTARY, ROLODEX | 9Q | EA | \$23.16 | 144 | \$3,335.04 |

| FSCM | NIIN | NOMENCLATURE | COG | UI | SERVMART SELLING PRICE | 6 MONTH DEMAND | 6 MONTH SALES |
|------|-----------|----------------------------------|-----|----|---------------------------|-------------------|------------------|
| 7420 | 011828532 | CALCULATOR, SOLAR, HANDHELD** | 9Q | EA | \$5.49 | 192 | \$1,054.08 |
| 7930 | 011838585 | FLOOR WAX | 9Q | CN | \$30.34 | 98 | \$2,973.32 |
| 8105 | 011839768 | BAG, PLASTIC LARGE CLEAR | 9Q | BX | \$14.19 | 1693 | \$24,023.67 |
| 8105 | 011839769 | BAG, PLASTIC, LARGE BRWN HY/DTY | 9Q | BX | \$20.54 | 1128 | \$23,169.12 |
| 7930 | 011843905 | FLOOR WAX | 9Q | GL | \$6.84 | 1007 | \$6,887.88 |
| 7510 | 011863987 | RIBBON, EPSON MX100 | 9Q | EA | \$2.23 | 320 | \$713.60 |
| 8105 | 011958730 | BAG, PLASTIC SMALL CLEAR | 9Q | BX | \$9.85 | 1127 | \$11,100.95 |
| 7045 | 011967227 | FILE, DISKETTE, 5 1/4" 70 CAP | 9N | EA | \$7.76 | 110 | \$853.60 |
| 7520 | 012022927 | PENCIL SHARPENER, ELECTRIC | 9Q | EA | \$23.45 | 115 | \$2,696.75 |
| 8405 | 012045400 | COVERALL, 38R BLUE FIRE RET* | 9D | EA | \$74.65 | 53 | \$3,956.45 |
| 8405 | 012045401 | COVERALL, 38L BLUE FIRE RET* | 9D | EA | \$74.65 | 16 | \$1,194.40 |
| 8405 | 012045403 | COVERALLS, BLUE, FIRE RET, 40R * | 9D | EA | \$74.65 | 38 | \$2,836.70 |
| 8405 | 012045404 | COVERALL, FIRE RETARD 40L * | 9D | EA | \$74.65 | 26 | \$1,940.90 |
| 8405 | 012045405 | COVERALLS, BLUE FIRE RET, 42S * | 9D | EA | \$74.65 | 73 | \$5,449.45 |
| 8405 | 012045407 | COVERALLS, BLUE, FIRE RET, 42L * | 9D | EA | \$74.65 | 57 | \$4,255.05 |
| 8405 | 012045411 | COVERALLS, FIRE RETARD 46S * | 9D | EA | \$74.65 | 91 | \$6,793.15 |
| 7460 | 012074061 | IN-OUT SCHEDULE BOARD 18X24*** | 9Q | EA | \$8.26 | 26 | \$214.76 |
| 7520 | 012074129 | BINDER, TRAVEL MATE, BURGUNDY*** | 9Q | EA | \$38.13 | 45 | \$1,715.85 |
| 7520 | 012074130 | BINDER, TRAVEL MATE, BLACK*** | 9Q | EA | \$35.51 | 50 | \$1,775.50 |
| 7520 | 012074204 | RUBBER STAMP, PRIORITY | 9Q | EA | \$4.60 | 27 | \$124.20 |
| 7520 | 012074207 | RUBBER STAMP, POSTED | 9Q | EA | \$3.76 | 49 | \$184.24 |
| 7520 | 012074216 | RUBBER STAMP, URGENT | 9Q | EA | \$3.30 | 18 | \$59.40 |
| 7520 | 012074223 | RUBBER STAMP, DUPLICATE | 9Q | EA | \$4.60 | 38 | \$174.80 |
| 7520 | 012074232 | RUBBER STAMP, CANCELLED | 9Q | EA | \$3.71 | 34 | \$126.14 |
| 7520 | 012074233 | RUBBER STAMP, VOID | 9Q | EA | \$3.89 | 0 | \$0.00 |
| 7520 | 012074252 | PEN, BLUE, FINE, FIBER POINT | 9Q | DZ | \$2.63 | 60 | \$157.80 |
| 7520 | 012074264 | PEN ROLLER BLACK | 9Q | DZ | \$3.85 | 1092 | \$4,204.20 |
| 7520 | 012074265 | PEN, UNIBALL, RED, EXTRA FINE | 9Q | DZ | \$3.03 | 178 | \$539.34 |
| 7520 | 012074266 | PEN, UNIBALL, BLUE, EXTRA FINE | 9Q | DZ | \$3.58 | 203 | \$726.74 |
| 7520 | 012074267 | PEN, UNIBALL, GREEN, EXTRA FINE | 9Q | DZ | \$2.79 | 35 | \$97.65 |
| 7520 | 012074268 | PEN, ROLLERBALL BLACK FINE PT | 9Q | DZ | \$3.83 | 534 | \$2,045.22 |
| 7520 | 012074290 | PEN, ERASERMATE, BLACK | 9Q | DZ | \$6.63 | 174 | \$1,153.62 |
| 7520 | 012074291 | PEN, ERASERMATE, RED | 9Q | DZ | \$5.97 | 40 | \$238.80 |
| 7520 | 012074292 | PEN, ERASERMATE, BLUE | 9Q | DZ | \$5.41 | 43 | \$232.63 |
| 7530 | 012074353 | PAD, POST IT NOTE 2X3 PINK | 9Q | DZ | \$2.21 | 134 | \$296.14 |
| 7530 | 012074354 | PAD, POST IT NOTE 2X3 BLUE | 9Q | DZ | \$2.94 | 114 | \$335.16 |

| FSCM | NIIN | NOMENCLATURE | COG | UI | SERVMART SELLING PRICE | 6 MONTH DEMAND | 6 MONTH SALES |
|------|-----------|---------------------------------|-----|----|---------------------------|-------------------|------------------|
| 7530 | 012074355 | PAD,POST IT NOTE 2X3 GREEN | 9Q | DZ | \$3.23 | 109 | \$352.07 |
| 7530 | 012074356 | PAD,POST IT NOTE 2X3 YELLOW | 9Q | DZ | \$2.94 | 248 | \$729.12 |
| 7540 | 012075537 | SF-707 SECRET LABEL | 9Q | PD | \$9.58 | 31 | \$296.98 |
| 7540 | 012075538 | SF-708 CONFIDENTIAL LABEL | 9Q | PD | \$10.48 | 34 | \$356.32 |
| 7540 | 012075539 | SF-710 UNCLASSIFIED LABEL*** | 9Q | PD | \$8.65 | 58 | \$501.70 |
| 7195 | 012075553 | BULLETIN BOARD,POST-IT | 9Q | EA | \$7.69 | 214 | \$1,645.66 |
| 7045 | 012092193 | DISKETTE, 3-1/2" | 9Q | BX | \$7.39 | 388 | \$2,867.32 |
| 7930 | 012096918 | DETERGENT, SOLID INSURE #10207 | 9Q | BX | \$72.65 | 54 | \$3,923.10 |
| 7510 | 012112666 | COVER-UP TAPE WHITE 1/3X700" | 9Q | RO | \$0.73 | 34 | \$24.82 |
| 6515 | 012129452 | CASE,EAR PLUG,SCREW CAP,PLASTI | 9L | PG | \$4.75 | 34 | \$161.50 |
| 7520 | 012182855 | RUBBER STAMP, NOTE | 9Q | EA | \$4.60 | 23 | \$105.80 |
| 7510 | 012192309 | TYPEWRITER RIBBON,IBM WHEEL | 9Q | EA | \$2.25 | 336 | \$756.00 |
| 7510 | 012195753 | TAPE,CORRECTABLE LIFT OFF*** | 9Q | EA | \$1.50 | 434 | \$651.00 |
| 7540 | 012328518 | ACTIVITY SCHEDULE, 1994 | 9Q | EA | \$2.91 | 184 | \$535.44 |
| 7045 | 012330052 | DISKETTE FILE, 3-1/2" DISK | 9Q | EA | \$6.13 | 136 | \$833.68 |
| 7530 | 012337484 | APPOINTMENT BOOK,WEEKLY 1994 | 9Q | EA | \$1.83 | 214 | \$391.62 |
| 7930 | 012367280 | DETERGENT, LAUNDRY 40LB CONT. | 9Q | CO | \$43.93 | 56 | \$2,460.08 |
| 7930 | 012368941 | DETERGENT, SILVER POWER #12922 | 9Q | BX | \$56.33 | 28 | \$1,577.24 |
| 7930 | 012368942 | RINSE ADDITIVES, SPOT FREE | 9Q | BX | \$94.43 | 3 | \$283.29 |
| 9330 | 012388662 | LAMINATING POUCH, ID*** | 9Q | BX | \$7.22 | 37 | \$267.14 |
| 7045 | 012404951 | DATA CARTRIDGE, PART #DL2000 | 9N | EA | \$16.91 | 75 | \$1,268.25 |
| 7510 | 012410547 | CALENDAR,WALL 1994 | 9Q | EA | \$0.26 | 874 | \$227.24 |
| 7510 | 012410552 | CALENDAR,PAD DESK 17X22" 1994 | 9Q | EA | \$1.41 | 702 | \$989.82 |
| 5110 | 012414373 | SHEARS,STRAIGHT,MED | 9Q | EA | \$3.56 | 227 | \$808.12 |
| 6750 | 012468104 | FILM POLAROID SPECTRA | 9Q | PG | \$12.59 | 64 | \$805.76 |
| 6110 | 012541562 | SURGE SUPPRESSOR PLUG-IN-OUTLET | 9Q | EA | \$18.77 | 0 | \$0.00 |
| 6110 | 012558297 | SURGE SUPPRESSORS,6 OUTLET | 9Q | EA | \$36.17 | 204 | \$7,378.68 |
| 6850 | 012616064 | TONER CARTRIDGE, LASER EP-S | 9Q | EA | \$67.00 | 22 | \$1,474.00 |
| 8115 | 012629613 | DISKETTE MAILER ENVELOPE 5-1/2 | 9Q | EA | \$10.02 | 925 | \$9,268.50 |
| 7350 | 012636700 | PLATE,PAPER | 9Q | BX | \$31.55 | 298 | \$9,401.90 |
| 7350 | 012636701 | PLATE,PAPER,3 COMPARTMENT,10 | 9Q | BX | \$41.09 | 74 | \$3,040.66 |
| 6515 | 012663802 | CONDOM | 9L | PG | \$12.16 | 26 | \$316.16 |
| 7520 | 012683002 | HIGHLIGHTER,BIC,YELLOW,SMALL | 9Q | DZ | \$2.72 | 388 | \$1,055.36 |
| 7520 | 012683003 | MARKER,TUBE/PINK | 9Q | DZ | \$2.50 | 0 | \$0.00 |
| 7520 | 012683004 | HIGHLIGHTER,BIC,BLUE,SMALL | 9Q | DZ | \$7.74 | 97 | \$750.78 |
| 7520 | 012683005 | HIGHLIGHTER,BIC,GREEN,SMALL | 9Q | DZ | \$2.50 | 0 | \$0.00 |

| FSCM | NIIN | NOMENCLATURE | COG | UI | SERV MART SELLING PRICE | 6 MONTH DEMAND | 6 MONTH SALES |
|------|-----------|----------------------------------|-----|----|----------------------------|-------------------|------------------|
| 7510 | 012723230 | BINDER, LOOSE-LEAF 3"CAP BLUE* | 9Q | EA | \$4.80 | 102 | \$489.60 |
| 7530 | 012750587 | APPOINTMENT BOOK, 1994 | 9Q | EA | \$2.11 | 24 | \$50.64 |
| 7510 | 012750643 | CALENDAR, DESK SMALL 1994 | 9Q | EA | \$1.59 | 118 | \$187.62 |
| 7510 | 012750645 | CALENDAR, DESK LARGE 1994 | 9Q | EA | \$1.66 | 200 | \$332.00 |
| 7510 | 012755155 | POCKET PLANNER, 1994 | 9Q | SE | \$4.21 | 51 | \$214.71 |
| 7510 | 012784130 | BINDER, 2" BLACK, STIFF, 3 RING | 9Q | EA | \$2.63 | 478 | \$1,257.14 |
| 7510 | 012784131 | BINDER, BLACK, 1" X 8 1/2" X 11" | 9Q | EA | \$1.67 | 491 | \$819.97 |
| 7510 | 012784132 | BINDER, BLACK, 1" X 11" X 8 1/2" | 9Q | EA | \$1.38 | 414 | \$571.32 |
| 5120 | 012788257 | MIRROR INSPECTION | 9Q | EA | \$4.32 | 123 | \$531.36 |
| 6750 | 012810224 | FILM POLAROID, TYPE 600 | 9G | PG | \$11.82 | 289 | \$3,415.98 |
| 7530 | 012810768 | ORGANIZER, TRAVEL SIZE*** | 9Q | EA | \$30.52 | 119 | \$3,631.88 |
| 7105 | 012820631 | PICTURE FRAME, 8-1/2 X 11*** | 9Q | EA | \$4.23 | 196 | \$829.08 |
| 8105 | 012842924 | BAG, PAPER WASTE RECEIPT | 9Q | BE | \$17.27 | 523 | \$9,032.21 |
| 7210 | 012860983 | TOWEL BATH, LARGE | 9D | EA | \$4.10 | 744 | \$3,050.40 |
| 8405 | 012866348 | COVERALL FIRE RETARDANT, 44R | 9D | EA | \$55.10 | 69 | \$3,801.90 |
| 8405 | 012866349 | COVERALL FIRE RETARDANT, 44L | 9D | EA | \$75.00 | 0 | \$0.00 |
| 5120 | 012894310 | RIVETER, BLIND, HAND | 9Q | EA | \$29.47 | 81 | \$2,387.07 |
| 7510 | 012954890 | RIBBON PRINTER ALPS P2000 | 9Q | EA | \$6.75 | 727 | \$4,907.25 |
| 7530 | 012977929 | FOLDER, FILE LETTER GRAY*** | 9Q | BX | \$13.59 | 36 | \$489.24 |
| 7510 | 012992672 | CALENDAR, REFI. TRAV. CASE*** | 9Q | EA | \$5.14 | 39 | \$200.46 |
| 4240 | 013009402 | RESPIRATOR, AIR FILTER | 9G | EA | \$8.64 | 88 | \$760.32 |
| 8010 | 013023608 | PAINT, PRIMR EPOX GRN 10GL KT** | 9Q | KT | \$230.77 | 16 | \$3,692.32 |
| 5130 | 013068384 | SCREWDRIVER, CORDLESS*** | 9Q | EA | \$86.81 | 0 | \$0.00 |
| 6240 | 013136855 | LAMP, FLOOD MERCURY VAPOR | 9Q | EA | \$29.39 | 0 | \$0.00 |
| 7510 | 013174220 | DISPENSER, PAPER CLAMP | 9Q | EA | \$2.18 | 52 | \$113.36 |
| 7510 | 013174228 | CLAMP, PAPER REFILL *** | 9Q | BX | \$2.07 | 54 | \$111.78 |
| 7540 | 013177368 | OF 99 FAX TRANSMITTAL MEMO*** | 9Q | PG | \$5.18 | 19 | \$98.42 |
| 7045 | 013236435 | DISKETTE, 5-1/4 DS / HD | 9Q | BX | \$5.22 | 586 | \$3,058.92 |
| 8010 | 013316105 | PAINT, WHITE SPRAY, LOW VOC** | 9Q | PT | \$4.56 | 130 | \$592.80 |
| 8010 | 013316107 | PAINT, BLACK SPRAY LOW VOC | 9Q | PT | \$4.57 | 254 | \$1,160.78 |
| 8010 | 013316110 | PAINT, RED SPRAY, LOW VOC** | 9Q | PT | \$4.57 | 114 | \$520.98 |
| 8010 | 013316111 | PAINT, OLIVE DB SPRY LO VOC** | 9Q | PT | \$4.16 | 17 | \$70.72 |
| 8010 | 013316115 | PAINT, YELLOW SPRAY, LOW VOC** | 9Q | PT | \$4.57 | 148 | \$676.36 |
| 8010 | 013316122 | PAINT, CLEAR SPRAY, LOW VOC** | 9Q | CN | \$4.57 | 11 | \$50.27 |
| 7530 | 013321560 | ORGANIZER, BURGUNDY W/ZIPPER | 9Q | EA | \$47.03 | 62 | \$2,915.86 |
| 7520 | 013322833 | PEN, BALL POINT MEDIUM BLUE*** | 9Q | DZ | \$3.28 | 52 | \$170.56 |

| FSCM | NIIN | NOMENCLATURE | COG | UI | SERVIMART SELLING PRICE | 6 MONTH DEMAND | 6 MONTH SALES |
|------|-----------|----------------------------------|-----|----|----------------------------|-------------------|------------------|
| 8010 | 01323738 | PAINT, BLUE SPRAY, LOW VOC** | 9Q | PT | \$3.89 | 53 | \$206.17 |
| 7520 | 01323967 | PEN, BALL POINT BLUE FINE | 9Q | DZ | \$3.28 | 115 | \$377.20 |
| 8010 | 013363980 | PAINT, GREEN SPRAY, LOW VOC** | 9Q | PT | \$4.57 | 69 | \$315.33 |
| 8010 | 013363981 | PAINT, ORANGE SPRAY, LOW VOC** | 9Q | PT | \$5.75 | 34 | \$195.50 |
| 8010 | 013365060 | PAINT, GRAY SPRAY, LOW VOC** | 9Q | CN | \$4.96 | 72 | \$357.12 |
| 5130 | 013365533 | ETCHER, ELECTRIC | 9Q | EA | \$23.53 | 68 | \$1,600.04 |
| 7510 | 013383317 | DISPENSER, CORRECTION FILM | 9Q | EA | \$4.91 | 0 | \$0.00 |
| 7510 | 013419579 | VINYL SHEET PROTECTOR** | 9Q | BX | \$5.39 | 22 | \$118.58 |
| 7930 | 013425315 | CLEANER & DEGREASER, SPRAY*** | 9Q | BT | \$5.08 | 272 | \$1,381.76 |
| 8010 | 013445100 | PAINT, ENAMEL WHITE, 5GAL CN** | 9Q | CN | \$125.22 | 71 | \$8,890.62 |
| 8010 | 013445309 | PAINT, HAZE GRAY SEMI GLOSS** | 9Q | CN | \$123.27 | 128 | \$15,778.56 |
| 8010 | 013445311 | PAINT, HAZE GRAY 1GL** | 9Q | GL | \$28.00 | 66 | \$1,848.00 |
| 8010 | 013445321 | PAINT, WHITE, LATEX #27875** | 9Q | GL | \$29.30 | 21 | \$615.30 |
| 8010 | 013445322 | PAINT, WHITE SEMI GLOSS 5-GL** | 9Q | CN | \$180.65 | 8 | \$1,445.20 |
| 8010 | 013446700 | PAINT, RED TERRA COTTA** | 9Q | KT | \$140.01 | 32 | \$4,480.32 |
| 7045 | 013475290 | DISKETTE, 3-1/2" D/S H D | 9N | BX | \$9.76 | 765 | \$7,466.40 |
| 8115 | 013477544 | RECYCLABLE CONTAINER*** | 9Q | EA | \$4.48 | 18 | \$80.64 |
| 8010 | 013504727 | PAINT, DECK GRAY 5GL CAN*** | 9Q | CN | \$135.00 | 97 | \$13,095.00 |
| 7530 | 013514235 | FOLDER, FILE LETTER ORANGE*** | 9Q | BX | \$12.08 | 18 | \$217.44 |
| 7530 | 013514236 | FOLDER, FILE LTR YELLOW*** | 9Q | BX | \$12.08 | 26 | \$314.08 |
| 7530 | 013514237 | FOLDER, FILE LETTER BLUE*** | 9Q | BX | \$11.68 | 58 | \$677.44 |
| 7530 | 013514238 | FOLDER, FILE LETTER WHITE*** | 9Q | BX | \$12.08 | 12 | \$144.96 |
| 7530 | 013514239 | FOLDER, FILE LETTER RED*** | 9Q | BX | \$12.08 | 28 | \$338.24 |
| 7530 | 013519166 | FOLDER, HANGING LEGAL 5TH CUT | 9Q | BX | \$6.18 | 108 | \$667.44 |
| 7520 | 013527314 | PEN, BLACK FIBERPOINT | 9Q | DZ | \$4.81 | 325 | \$1,563.25 |
| 7520 | 013527315 | PEN, BLUE XTRA-FINE | 9Q | DZ | \$4.03 | 33 | \$132.99 |
| 7520 | 013527316 | PEN, GREEN XTRA-FINE | 9Q | DZ | \$3.01 | 40 | \$120.40 |
| 7520 | 013527317 | PEN, RED XTRA FINE, FIBER POINT | 9Q | DZ | \$2.92 | 32 | \$93.44 |
| 7530 | 013529242 | FOLDER, FILE, HANGING, GREEN 1/3 | 9Q | BX | \$4.89 | 183 | \$894.87 |
| 7530 | 013529246 | HANGING FOLDER, LETTER SIZE | 9Q | BX | \$4.89 | 169 | \$826.41 |
| 7530 | 013576850 | TRANSPARENCY, RAINBOW SHEETS | 9Q | BX | \$21.43 | 20 | \$428.60 |
| 7530 | 013576853 | PAPER, FACSIMILE 8-1/2"X 164 | 9Q | RO | \$4.57 | 144 | \$658.08 |
| 9330 | 013587525 | SHEET, PLASTIC CLEAR 49"WX50"L | 9Q | RO | \$27.88 | 19 | \$529.72 |
| 6850 | 013599214 | CLEANING COMPOUND, DESCALER*** | 9Q | GL | \$8.90 | 52 | \$462.80 |
| 7930 | 013599229 | SCUM CLEANER*** | 9Q | GL | \$14.28 | 56 | \$799.68 |
| 7350 | 013599524 | CUP, PAPER*** | 9Q | BX | \$43.29 | 57 | \$2,467.53 |

| FSCM | NIIN | NOMENCLATURE | COG | UI | SERVMART SELLING PRICE | 6 MONTH DEMAND | 6 MONTH SALES |
|------|-----------|--------------------------------|-----|----|---------------------------|-------------------|------------------|
| 7930 | 013608019 | DETERGENT, LIQUID DISHWASHING* | 9Q | GL | \$10.27 | 152 | \$1,561.04 |
| 7930 | 013608050 | STAINLESS STEEL CLEANER*** | 9Q | GL | \$10.80 | 128 | \$1,382.40 |
| 7930 | 013623208 | OVEN CLEANER, FAST CLEAN*** | 9Q | GL | \$8.00 | 168 | \$1,344.00 |
| 6240 | 013632168 | LAMP, MERCURY VAPOR 110W PAR38 | 9Q | EA | \$30.55 | 0 | \$0.00 |
| 7930 | 013636550 | FLOOR FINISH, "RSTR-A-GLOS | 9Q | BX | \$42.85 | 26 | \$1,114.10 |
| 7930 | 013636551 | STRIPPER, MOP-ON-MOP OFF | 9Q | BX | \$34.20 | 75 | \$2,565.00 |
| 7930 | 013636552 | FLOOR FINISH, "ARMOR 22" | 9Q | BX | \$36.60 | 83 | \$3,037.80 |
| 7930 | 013639274 | FLOOR CONDITIONER/CLEANER | 9Q | GL | \$3.55 | 48 | \$170.40 |
| 7930 | 013641018 | SEALER, FLOOR "AQUA SEAL | 9Q | CS | \$59.70 | 39 | \$2,328.30 |
| 7930 | 013647376 | CLEANER/DEGREASER "BLAST-OFF** | 9Q | CN | \$58.36 | 18 | \$1,050.48 |
| 8460 | 013649493 | PACK PLUS, SOFT ORGANIZER | 9Q | EA | \$27.70 | 14 | \$387.80 |
| 8010 | 013682633 | PAINT, PRIMER YELLOW SPRAY*** | 9Q | PT | \$2.80 | 0 | \$0.00 |
| 7920 | 013701364 | TOWEL, PAPER WIPING MACHINERY* | 9Q | BX | \$16.30 | 32 | \$521.60 |
| 7530 | 013702167 | ORGANIZER, BLACK ZIPPER HNDL | 9Q | EA | \$53.76 | 102 | \$5,483.52 |
| 7530 | 013702168 | ORGANIZER, BURGUNDY ZIPPER WHD | 9Q | EA | \$52.87 | 68 | \$3,595.16 |
| 8020 | 013715180 | PAINT MITT, POLYESTER | 9Q | EA | \$5.61 | 18 | \$100.98 |
| 7530 | 013715247 | ORGANIZER, BLACK ZIPPER | 9Q | EA | \$33.75 | 0 | \$0.00 |
| 7530 | 013715248 | ORGANIZER, CAMOUFLAGE W/ZIPPER | 9Q | EA | \$31.22 | 0 | \$0.00 |
| 7930 | BP0000037 | CLEANER, DESK SPRAY CAN** | 9Q | CN | \$2.21 | 91 | \$201.11 |
| 7510 | BP0000142 | PAPER CLIP, PLASTIC MEDIUM | 9Q | BX | \$2.36 | 35 | \$82.60 |
| 7520 | BP0000154 | STAPLER, ELECTRIC | 9Q | EA | \$80.02 | 0 | \$0.00 |
| 7520 | BP0000193 | MARKER, DRY ERASE, BLACK | 9Q | DZ | \$10.54 | 39 | \$411.06 |
| 7520 | BP0000196 | MARKER, DRY ERASE 8 COLORS | 9Q | EA | \$7.16 | 0 | \$0.00 |
| 9905 | BP0000206 | MARKER BOARD, 24"X 36" | 9Q | EA | \$14.05 | 0 | \$0.00 |
| 7510 | BP0000772 | DISPENSER, PAPER CLIP MAGNET | 9Q | EA | \$0.59 | 81 | \$47.79 |
| 7460 | BP2470048 | IN-OUT SCHEDULE BOARD ALUM. | 9Q | EA | \$24.26 | 35 | \$849.10 |
| 7520 | BP2640159 | COPY HOLDER, LETTER SIZE | 9Q | EA | \$8.86 | 85 | \$753.10 |
| 5835 | BP9995568 | VIDEO CASSETTE 120 MINUTES | 9Q | EA | \$3.39 | 357 | \$1,210.23 |
| 108 | LF0008600 | NSUP 1176/1, JUL DATE CAL | 1I | PG | \$1.30 | 12 | \$15.60 |
| 102 | LF0013491 | DD1348 6 PART | 1I | BX | \$23.50 | 29 | \$681.50 |
| 102 | LF0014081 | DD 1408 TRAFFIC TICKET*** | 1I | BK | \$1.20 | 56 | \$67.20 |
| 102 | LF0015440 | DD 1544 CASH MEAL PAYMENT BOOK | 1I | BK | \$2.70 | 38 | \$102.60 |
| 102 | LF0015562 | DD1556 TRAINING REQUEST | 1I | PG | \$7.70 | 24 | \$184.80 |
| 107 | LF0025900 | OPNAV 4790/60 WORK REQUEST | 1I | PG | \$5.50 | 383 | \$2,106.50 |
| 105 | LF0041195 | NFAC 9-11240/13 OPERTR INSP*** | 1I | PG | \$1.60 | 28 | \$44.80 |
| 104 | LF0069600 | FD 258 FINGER PRINT CHART*** | 1I | PG | \$4.40 | 28 | \$123.20 |

| FSCM | NIIN | NOMENCLATURE | COG | UI | SERVMART SELLING PRICE | 6 MONTH DEMAND | 6 MONTH SALES |
|------|-----------|----------------------------------|-----|----|---------------------------|-------------------|------------------|
| 107 | LF7010000 | OPNAV 1500/31 GEN RECD. | 1I | PG | \$4.20 | 17 | \$71.40 |
| 104 | LF7022761 | NCOMP 2276 REQ. FOR CONTRI. | 1I | PG | \$8.00 | 46 | \$368.00 |
| 104 | LF7030656 | NCOMP 3065 LEAVE REQUEST | 1I | PG | \$3.50 | 193 | \$675.50 |
| 104 | LF7048002 | NC 2115 OPTAR LOG** | 1I | PD | \$2.90 | 64 | \$185.60 |
| 104 | LF7048020 | NCOMP 2155A OPTAR LOG | 1I | PD | \$3.20 | 50 | \$160.00 |
| 107 | LF7703220 | OPNAV 4790/13 CYCLE PMS SCH. C | 1I | PG | \$6.40 | 31 | \$198.40 |
| 107 | LF7703241 | OPNAV 4790/14 QTRLY PMS SCH CO | 1I | PG | \$12.00 | 75 | \$900.00 |
| 107 | LF7703260 | OPNAV 4790/15 WEEKLY PMS SCHED | 1I | PG | \$6.70 | 31 | \$207.70 |
| 107 | LF7703270 | OPNAV 4790/15A WEEKLY PMS SCHE | 1I | PG | \$6.00 | 30 | \$180.00 |
| 7510 | LL0000313 | DESIGNER LINED PAD 5 1/2X8 1/2 | 9Q | EA | \$1.06 | 0 | \$0.00 |
| 7510 | LL0000333 | DESIGNER LINED PAD 3 3/4X6 3/4 | 9Q | EA | \$0.83 | 0 | \$0.00 |
| 7510 | LL0000383 | DESIGNER LINED PAD 8 1/2X11 | 9G | EA | \$1.25 | 0 | \$0.00 |
| 7510 | LL0002041 | DUST COVER, COMPUTER | 9Q | EA | \$11.47 | 0 | \$0.00 |
| 3920 | LL0002500 | HAND TRUCK, LOOP HANDLE | 9Q | EA | \$137.27 | 0 | \$0.00 |
| 9990 | LL0007442 | ANSWERING MACHINE, TELEPHONE | 9Q | EA | \$78.70 | 0 | \$0.00 |
| 7420 | LL0009301 | MOUSE, COMPUTER | 9Q | EA | \$24.95 | 0 | \$0.00 |
| 7510 | LL0018115 | EDITION CONTACTS REFILL | 9Q | EA | \$1.67 | 0 | \$0.00 |
| 7510 | LL0018160 | EDITION, INDEX REFILL | 9Q | EA | \$1.67 | 0 | \$0.00 |
| 7510 | LL0018170 | EDITION, MEMORY REFILL | 9Q | EA | \$1.67 | 0 | \$0.00 |
| 7510 | LL0018200 | EDITION, NOTES REFILL | 9Q | EA | \$1.67 | 0 | \$0.00 |
| 7510 | LL0018205 | EDITION, OBJECTIVES REFILL | 9Q | EA | \$1.67 | 0 | \$0.00 |
| 7510 | LL0018215 | EDITION, PROJECT PLANNING | 9Q | EA | \$1.67 | 0 | \$0.00 |
| 7510 | LL0018217 | EDITION, RECEIPT ENVELOPE | 9Q | EA | \$1.67 | 0 | \$0.00 |
| 7510 | LL0018220 | EDITION, SOURCES REFILL | 9Q | EA | \$1.67 | 0 | \$0.00 |
| 7510 | LL0018232 | EDITION, THINGS TO DO REFILL | 9Q | EA | \$1.67 | 0 | \$0.00 |
| 7510 | LL0043111 | CALCULATOR AND RULER | 9Q | EA | \$7.08 | 0 | \$0.00 |
| 7530 | LL0210100 | TELEPHONE DIRECTORY, A-Z | 9Q | PG | \$2.50 | 0 | \$0.00 |
| 7530 | LL0230200 | TELEPHONE DIRECTORY, A-Z | 9Q | PG | \$1.88 | 0 | \$0.00 |
| 7530 | LL0280200 | TELEPHONE DIRECTORY, ENTREPRENU | 9Q | PG | \$3.33 | 0 | \$0.00 |
| 7530 | LL0411120 | THREE HOLE PUNCH | 9Q | EA | \$3.96 | 0 | \$0.00 |
| 9990 | LL1007550 | BRIDGE BOOKS, UNIVERSAL | 9Q | BK | \$50.00 | 333 | \$16,650.00 |
| 7530 | LL1031599 | ORGANIZER, BLACK VELCRO, RNIMATE | 9Q | EA | \$18.73 | 0 | \$0.00 |
| 7530 | LL1461578 | EXECUTIVE WEEKLY NOTES | 9Q | EA | \$10.41 | 0 | \$0.00 |
| 7530 | LL2011599 | ORGANIZER ENTREPRENEUR 8X11 | 9Q | EA | \$29.14 | 0 | \$0.00 |
| 7530 | LL3425199 | SLIMLINE MEMO, SNAP BLACK | 9Q | EA | \$7.49 | 0 | \$0.00 |
| 7530 | LL6112594 | CALENDAR, DATED DAILY 5 1/2" | 9Q | PG | \$7.49 | 0 | \$0.00 |

| FSCM | NIN | NOMENCLATURE | COG | UI | SERVMART SELLING PRICE | 6 MONTH DEMAND | 6 MONTH SALES |
|------|-----------|---------------------------------|-----|----|---------------------------|-------------------|------------------|
| 102 | LF0072300 | DD1149 6 PART | 1I | PG | \$8.10 | 64 | \$518.40 |
| 107 | LF0078000 | OPNAV 47907B PMS FEEDBACK RPT | 1I | PG | \$3.60 | 35 | \$126.00 |
| 106 | LF0106900 | NPER 1070/600 ENLISTED SRV. | 1I | PG | \$14.00 | 29 | \$406.00 |
| 106 | LF0107036 | NP 1070/6 DIV OFF PERS REC** | 1I | PG | \$2.80 | 28 | \$78.40 |
| 102 | LF0119100 | DD 200 FINCL LIA INVESTI PRO L | 1I | PD | \$2.00 | 39 | \$78.00 |
| 102 | LF0129400 | EXTENDED SHELF LIFE DD 2477-2 | 9Q | EA | \$1.30 | 0 | \$0.00 |
| 106 | LF0130917 | NP 1306/63 ENLIST DUTY PREF** | 1I | PG | \$1.60 | 19 | \$30.40 |
| 106 | LF0132082 | NPER 1320/16 TEMADD TRAV ORDER | 1I | PG | \$11.00 | 29 | \$319.00 |
| 102 | LF0132273 | DD1348-6 NON NSN REQUISITION** | 1I | PG | \$4.00 | 19 | \$76.00 |
| 102 | LF0132803 | DD 1351-2 TRAVEL VOUCHER 6PT | 1I | PG | \$6.30 | 39 | \$245.70 |
| 102 | LF0137500 | DD 1348-1 RELEASE/RECP 6PT | 1I | BX | \$30.50 | 79 | \$2,409.50 |
| 105 | LF0151200 | NSHIP 9890/8 DANGER TAG | 1I | PG | \$2.60 | 229 | \$595.40 |
| 102 | LF0158500 | DD 1149 6 PART | 9G | BX | \$25.00 | 0 | \$0.00 |
| 106 | LF0161102 | NPER 1611/1 OFFICER FITNESS RE | 1I | PG | \$9.40 | 36 | \$338.40 |
| 106 | LF0161705 | NPER 1616/21 ENLISTED EVAL. IN | 1I | PD | \$1.60 | 33 | \$52.80 |
| 106 | LF0161722 | ENLISTED EVALS | 1I | PD | \$1.80 | 112 | \$201.60 |
| 106 | LF0161726 | NP 1616/24 ENLISTD EVAL E5-E9** | 1I | PG | \$7.60 | 117 | \$889.20 |
| 107 | LF0310015 | OPNAV 3100/3 SHIP POSITION LOG | 1I | BK | \$6.00 | 83 | \$498.00 |
| 107 | LF0310498 | OPNAV 3100/99 SHIPS DK | 1I | PD | \$2.40 | 56 | \$134.40 |
| 107 | LF0479405 | OPNAV 4790/81 EQUIP GUIDE LIST | 1I | PG | \$1.60 | 162 | \$259.20 |
| 107 | LF0479545 | OPNAV 4790/107 MAINT. MGT. GUI | 1I | PG | \$1.50 | 98 | \$147.00 |
| 107 | LF0507062 | OPNAV 5070/12 CHG. ENTRY CT. | 1I | PG | \$1.20 | 14 | \$16.80 |
| 107 | LF0522320 | OPNAV 5216/144A MEMO 8.5X 11 | 1I | PD | \$2.20 | 98 | \$215.60 |
| 107 | LF0522322 | OPNAV 5216/144B MEMO 8.5X5 | 1I | PD | \$1.85 | 150 | \$277.50 |
| 106 | LF0638633 | NPER 1336/3 SPECIAL REQST CHT | 1I | PG | \$4.40 | 87 | \$382.80 |
| 116 | LF0921047 | NAVSEA9210/9 TAG OUT RECORD SH | 1I | PD | \$3.00 | 63 | \$189.00 |
| 107 | LF1241050 | OPNAV 12410/10 CERT OF TRAIN'G | 1I | PG | \$2.40 | 58 | \$139.20 |
| 177 | LF2235500 | WATCH QUARTER STATION BILL** | 1I | EA | \$18.00 | 28 | \$504.00 |
| 177 | LF2264100 | RESTRICTED AREA SIGN** | 1I | EA | \$5.30 | 15 | \$79.50 |
| 177 | LF4400000 | NO SMOKING SIGN | 1I | EA | \$4.30 | 84 | \$361.20 |
| 108 | LF5004700 | NAVSUP FORM 470, CASH RECEIPT | 1I | BK | \$1.90 | 33 | \$62.70 |
| 108 | LF5012506 | NAVSUP 1250-1 PROCUREMENT REQ | 1I | BX | \$22.00 | 16 | \$352.00 |
| 108 | LF5012520 | NSUP 1250-2 NON-NSN REQN. | 1I | PG | \$6.50 | 52 | \$338.00 |
| 108 | LF5012821 | NAVSUP 1282 SUPPLY DOCUMENT 7P | 1I | PD | \$3.50 | 62 | \$217.00 |
| 108 | LF5013142 | SERVMART SHOPPING LIST | 1I | PD | \$4.70 | 178 | \$836.60 |
| 105 | LF6413001 | NSHIP 9890/5 CAUTION | 1I | PG | \$2.80 | 17 | \$47.60 |

| FSCM | NIIN | NOMENCLATURE | COG | UI | SERV/MART SELLING PRICE | 6 MONTH DEMAND | 6 MONTH SALES |
|------|-----------|----------------------------------|-----|----|----------------------------|-------------------|------------------|
| 7530 | LL6201599 | POCKET PLANNER, W/CALCULATOR | 9Q | EA | \$13.88 | 0 | \$0.00 |
| 7530 | LL6312594 | CALENDAR, DAILY DATED, RUN/MATE | 9Q | PG | \$6.66 | 0 | \$0.00 |
| 7530 | LL6806099 | PERSONAL ORGANIZER, W/DATA BANK | 9Q | EA | \$110.31 | 0 | \$0.00 |
| 7530 | LL6812594 | CALENDAR, ENTREPRENEUR DAILY | 9Q | EA | \$9.57 | 0 | \$0.00 |
| 9330 | LLL000043 | LAMINATING POUCH, ID*** | 9G | BX | \$47.73 | 6 | \$286.38 |
| 7519 | LLLTG1015 | INK, STAMP PAD ROLL-ON*** | 9Q | BT | \$1.10 | 50 | \$55.00 |
| 6850 | LLLTG1017 | TONER CARTRIDGE, LASER III Si | 9Q | BX | \$89.00 | 2 | \$178.00 |
| 9905 | LLLTG1018 | SIGN, CAUTION WET FLOOR | 9Q | EA | \$28.15 | 0 | \$0.00 |
| 4240 | LLLTG1019 | BELT, SAFETY BACK SUPPORT, MED. | 9Q | EA | \$36.72 | 0 | \$0.00 |
| 4240 | LLLTG1020 | BELT, SAFETY BACK SUPPORT, XLARG | 9Q | EA | \$36.72 | 0 | \$0.00 |
| 4240 | LLLTG1021 | BELT, SAFETY BACK SUPPORT, LARGE | 9Q | EA | \$36.72 | 0 | \$0.00 |
| 7930 | LLLTG1800 | FLOOR FINISH, GLOSS CROSS | 9Q | BX | \$156.75 | 0 | \$0.00 |
| 7930 | LLLTG1868 | LEM-N-LIFT, GERMICIDAL DISENFEC | 9Q | BX | \$131.75 | 0 | \$0.00 |
| 7930 | LLLTG1959 | DEGREASER, BIODEGRADABLE BIG/TX | 9Q | BX | \$123.00 | 0 | \$0.00 |
| 7930 | LLLTG4087 | ENZONE, ODER ERODICATOR | 9Q | CS | \$175.60 | 0 | \$0.00 |
| 7930 | LLLTG5810 | ALL-NU, BATHROOM DISENFECTANT | 9Q | DZ | \$98.10 | 0 | \$0.00 |

APPENDIX B: HIGHEST SELLING ITEMS

| FISC | NIIN | NOMENCLATURE | COG | UI | PRICE X DEMAND | GSA COST | GSASERVIMART PRICE | SERVIMART OPERATING COST | TOTAL GOVT COST | RETAIL | DIFF BTWN GOVT COST AND RETAIL | 6 MONTH DEMAND | TOTAL COST |
|------|-----------|----------------------------------|-----|----|----------------|----------|--------------------|--------------------------|-----------------|----------|--------------------------------|----------------|-------------|
| 7330 | 001817174 | XEROX PAPER, 8-1/2 X 11" | 9Q | BX | \$80.161.44 | \$22.57 | \$31.51 | 0.17 | \$36.87 | \$29.99 | \$6.88 | 2544 | \$17,494.32 |
| 8540 | 005303770 | TOILET PAPER, TISSUE | 9Q | BX | \$25,057.70 | \$27.00 | \$50.19 | 0.17 | \$55.32 | \$15.79 | \$19.53 | 830 | \$16,211.81 |
| 8105 | 011839768 | BAG, PLASTIC LARGE CLEAR | 9Q | BX | \$24,023.67 | \$18.85 | \$14.19 | 0.17 | \$16.60 | \$8.74 | \$7.86 | 1693 | \$13,310.87 |
| 8105 | 011839769 | BAG, PLASTIC LARGE BRWN HYDITY | 9Q | BX | \$23,169.12 | \$18.52 | \$20.54 | 0.17 | \$24.03 | \$11.24 | \$12.79 | 1128 | \$14,429.15 |
| 7330 | 008000996 | PAPER, TABULATING MACHINE IPT. | 9Q | BX | \$18,423.76 | \$11.99 | \$16.81 | 0.17 | \$19.67 | \$19.99 | \$0.32 | 1096 | \$353.24 |
| 7330 | 001623006 | CUP, PAPER | 9Q | BX | \$16,912.59 | \$31.77 | \$44.39 | 0.17 | \$51.94 | \$37.23 | \$14.71 | 381 | \$5,603.10 |
| 9990 | LL1007550 | BRIDGE BOOKS, UNIVERSAL | 9Q | BK | \$16,650.00 | \$30.50 | \$50.00 | 0.17 | \$58.50 | \$50.00 | \$8.50 | 333 | \$2,830.50 |
| 8010 | 013445309 | PAINT, HAZE GRAY SEMI GLOSS** | 9Q | CN | \$15,778.56 | \$71.41 | \$123.27 | 0.17 | \$144.23 | \$98.90 | \$45.33 | 128 | \$5,801.72 |
| 7930 | 009265280 | DETERGENT, SPRAY N WIFE 1 PT | 9Q | BT | \$14,008.28 | \$0.81 | \$1.43 | 0.17 | \$1.67 | \$2.40 | \$(0.73) | 9796 | \$7,120.71 |
| 7330 | 011310091 | PAD, WRITING PAPER | 9Q | DZ | \$13,990.11 | \$42.12 | \$59.03 | 0.17 | \$69.07 | \$107.88 | \$14.65 | 237 | \$9,199.13 |
| 8010 | 011527072 | PAINT, DECK GRAY 5GL CAN*** | 9Q | CN | \$13,095.00 | \$72.53 | \$135.00 | 0.17 | \$157.95 | \$143.30 | \$14.65 | 97 | \$1,421.05 |
| 7930 | 002857001 | DETERGENT, SOLID POWER #10371 | 9Q | CS | \$11,931.99 | \$65.05 | \$81.17 | 0.17 | \$94.97 | \$69.50 | \$25.47 | 147 | \$3,743.93 |
| 8540 | 002857001 | NAPKIN, PAPER | 9Q | BX | \$11,669.42 | \$31.84 | \$40.66 | 0.17 | \$47.57 | \$36.95 | \$10.62 | 287 | \$3,048.57 |
| 7330 | 001450414 | PAPER, TAB 14-7/8X11" IPT | 9Q | BX | \$11,642.88 | \$15.79 | \$22.74 | 0.17 | \$26.61 | \$29.99 | \$3.36 | 512 | \$1,732.71 |
| 7930 | 002248726 | MOP, WET COTTON | 9Q | EA | \$11,493.90 | \$4.04 | \$4.73 | 0.17 | \$5.53 | \$4.63 | \$0.90 | 2430 | \$2,196.96 |
| 7330 | 001476812 | XEROX PAPER, GREEN 8-1/2X11*** | 9Q | RM | \$11,219.20 | \$21.65 | \$35.06 | 0.17 | \$41.02 | \$69.90 | \$(28.88) | 320 | \$9,241.54 |
| 8105 | 011958730 | BAG, PLASTIC SMALL CLEAR | 9Q | BX | \$11,100.95 | \$9.03 | \$9.85 | 0.17 | \$11.52 | \$11.79 | \$(0.27) | 1127 | \$299.22 |
| 8135 | 007240551 | FOIL, ALUMINUM 1.5 X 475 | 9Q | RO | \$9,721.80 | \$13.42 | \$19.64 | 0.17 | \$22.98 | \$16.99 | \$5.99 | 495 | \$2,964.46 |
| 7330 | 002636700 | PLATE, PAPER | 9Q | BX | \$9,401.90 | \$22.08 | \$31.55 | 0.17 | \$36.91 | \$31.96 | \$4.95 | 298 | \$1,476.14 |
| 7330 | 001608477 | INDEX SHEETS 8-1/2X11 LOOSE LF | 9Q | SE | \$9,104.96 | \$0.89 | \$1.48 | 0.17 | \$1.73 | \$2.55 | \$(0.82) | 6152 | \$5,034.80 |
| 8105 | 012842924 | BAG, PAPER WHITE RECEPT | 9Q | BE | \$8,032.21 | \$11.64 | \$17.27 | 0.17 | \$20.21 | \$42.00 | \$(21.79) | 523 | \$1,398.31 |
| 8010 | 013445100 | PAINT, ENAMEL WHITE, 5GAL CN** | 9Q | CN | \$8,690.62 | \$88.78 | \$125.22 | 0.17 | \$146.51 | \$135.00 | \$11.51 | 71 | \$817.03 |
| 7330 | 009357135 | PEN, BALL POINT, BLACK FINE | 9Q | DZ | \$7,982.06 | \$2.61 | \$3.17 | 0.17 | \$4.99 | \$4.59 | \$(0.40) | 2518 | \$3,225.81 |
| 6135 | 008264798 | BATTERY, DRY AAA | 9Q | PG | \$7,607.46 | \$3.38 | \$4.13 | 0.17 | \$4.83 | \$5.59 | \$(0.76) | 1842 | \$1,396.05 |
| 7330 | 002220078 | BOOK, MEMORANDUM | 9Q | EA | \$7,468.44 | \$0.52 | \$0.84 | 0.17 | \$0.98 | \$0.72 | \$0.26 | 8891 | \$2,336.55 |
| 5140 | 003294306 | POUCH, MECHANICS TOOL BAG | 9Q | EA | \$7,411.20 | \$9.59 | \$15.44 | 0.17 | \$18.06 | \$19.99 | \$(1.93) | 480 | \$924.10 |
| 6840 | 005843129 | DISINFECTANT, PINE OIL | 9Q | GL | \$7,378.17 | \$9.07 | \$11.73 | 0.17 | \$13.72 | \$17.99 | \$(4.27) | 629 | \$2,683.25 |
| 7330 | 009908884 | FOLDER, FILE, RED 9 1/2 X 11 3/4 | 9Q | EA | \$7,268.94 | \$0.64 | \$1.26 | 0.17 | \$1.47 | \$0.45 | \$1.02 | 5769 | \$5,908.61 |
| 8540 | 002627178 | TOWEL, PAPER | 9Q | BX | \$7,085.60 | \$8.96 | \$10.42 | 0.17 | \$12.19 | \$20.60 | \$(8.41) | 680 | \$5,717.85 |
| 7220 | 002050389 | DECK CYR, NON SKID, 6'X24" | 9Q | EA | \$7,015.02 | \$0.38 | \$0.86 | 0.17 | \$1.01 | \$4.02 | \$(3.01) | 8157 | \$24,583.57 |
| 7930 | 011843905 | FLOOR WAX | 9Q | GL | \$6,887.88 | \$3.86 | \$6.84 | 0.17 | \$8.00 | \$12.70 | \$(4.70) | 1007 | \$4,730.08 |
| 7330 | 001450416 | PAPER, TABULATING, 3-PT | 9Q | BX | \$6,569.30 | \$24.25 | \$33.70 | 0.17 | \$39.43 | \$67.95 | \$(28.52) | 189 | \$5,390.47 |
| 7330 | 001450415 | PAPER, TAB 14-7/8 X 11-1/2 2PT | 9Q | BX | \$5,560.50 | \$23.94 | \$33.70 | 0.17 | \$39.43 | \$64.99 | \$(25.56) | 165 | \$4,217.57 |
| 7330 | 013702167 | ORGANIZER, BLACK ZIPPER HNDL | 9Q | EA | \$5,481.52 | \$41.95 | \$53.76 | 0.17 | \$62.90 | \$64.99 | \$(2.09) | 102 | \$213.26 |
| 4140 | 008519319 | FAN, OSCILLATING 3 SPEED | 9Q | EA | \$5,399.08 | \$23.93 | \$36.98 | 0.17 | \$43.27 | \$16.97 | \$26.30 | 146 | \$3,839.30 |
| 7310 | 002665016 | TAPE, PACKAGING WATERPROOF | 9Q | RO | \$5,269.46 | \$4.67 | \$5.66 | 0.17 | \$6.62 | \$6.44 | \$0.18 | 931 | \$169.63 |
| 7330 | 010562896 | CUP, PAPER 8 OZ | 9Q | BX | \$5,203.06 | \$19.22 | \$27.54 | 0.17 | \$32.22 | \$47.50 | \$(15.28) | 189 | \$2,887.56 |
| 7920 | 002638528 | MOP WRINGER, FLOOR | 9Q | OT | \$5,201.39 | \$33.51 | \$46.03 | 0.17 | \$53.86 | \$33.99 | \$19.87 | 113 | \$2,244.76 |
| 7310 | 002666710 | TAPE, MASKING | 9Q | RO | \$5,035.85 | \$0.71 | \$1.15 | 0.17 | \$1.35 | \$5.99 | \$(4.64) | 4379 | \$20,338.27 |
| 7310 | 012954890 | RIBBON PRINTER ALPS P2000 | 9Q | EA | \$4,907.25 | \$4.88 | \$6.75 | 0.17 | \$7.90 | \$7.33 | \$0.57 | 727 | \$412.57 |
| 7930 | 000456923 | REMOVER, FLOOR POLISH | 9Q | GL | \$4,836.05 | \$1.40 | \$3.11 | 0.17 | \$3.64 | \$9.10 | \$(5.46) | 1555 | \$8,492.32 |
| 5640 | 010322254 | TAPE, DUCT, GRAY | 9Q | EA | \$4,745.21 | \$1.71 | \$2.71 | 0.17 | \$3.17 | \$3.29 | \$(0.12) | 1751 | \$208.89 |
| 7920 | 002402555 | SPONGE, CELLULO COMPRESSED | 9Q | EA | \$4,717.89 | \$0.66 | \$0.93 | 0.17 | \$1.09 | \$1.00 | \$0.09 | 5073 | \$446.93 |
| 7340 | 002418169 | TABLE FORK ENLISTED | 9Q | BX | \$4,659.04 | \$11.34 | \$15.74 | 0.17 | \$18.42 | \$14.45 | \$3.97 | 296 | \$1,173.88 |
| 7920 | 002924375 | BROOM, UPRIG | 9Q | EA | \$4,592.24 | \$5.63 | \$8.38 | 0.17 | \$9.80 | \$4.85 | \$4.95 | 548 | \$2,715.12 |
| 7210 | 011196415 | SHEET, BED | 9Q | DZ | \$4,558.14 | \$73.95 | \$99.09 | 0.17 | \$115.94 | \$36.24 | \$79.70 | 46 | \$3,665.98 |
| 8340 | 010556134 | TOWEL, PAPER | 9Q | BX | \$4,518.88 | \$22.43 | \$37.04 | 0.17 | \$43.34 | \$87.74 | \$(44.40) | 122 | \$5,417.19 |
| 8010 | 013446700 | PAINT, RED TERRA COTTA** | 9Q | KT | \$4,480.32 | \$75.55 | \$140.01 | 0.17 | \$163.81 | \$128.10 | \$35.71 | 32 | \$1,142.77 |
| 7930 | 008804454 | COMPOUND, DISHWASHING | 9Q | GL | \$4,433.24 | \$3.44 | \$4.97 | 0.17 | \$5.81 | \$8.95 | \$(3.14) | 892 | \$2,796.51 |
| 7420 | 011745218 | CALCULATOR, DESK TOP 12 DIGIT | 9Q | EA | \$4,356.13 | \$30.99 | \$43.13 | 0.17 | \$50.46 | \$39.99 | \$10.47 | 101 | \$1,057.68 |
| 7320 | 012074264 | PEN, ROLLER BLACK | 9Q | DZ | \$4,204.20 | \$2.48 | \$3.85 | 0.17 | \$4.50 | \$0.99 | \$3.51 | 1092 | \$3,837.83 |
| 7330 | 011245660 | PAPER, WRITING RULE WHITE LINE | 9Q | DZ | \$4,081.06 | \$7.70 | \$9.74 | 0.17 | \$11.40 | \$9.18 | \$2.22 | 419 | \$928.42 |
| 7330 | 001817175 | PAPER, XEROX 8 1/2X14 | 9Q | BX | \$3,997.28 | \$25.58 | \$48.16 | 0.17 | \$56.35 | \$48.99 | \$7.36 | 83 | \$610.65 |
| 7330 | 002237760 | CUP, ENLISTED MOTTLED TAN | 9Q | DZ | \$3,727.75 | \$6.38 | \$12.58 | 0.17 | \$23.58 | \$21.60 | \$1.98 | 185 | \$365.47 |
| 7330 | 011476811 | XEROX PAPER, YELLOW 8-1/2X11** | 9Q | BX | \$3,718.00 | \$21.77 | \$35.75 | 0.17 | \$41.83 | \$33.90 | \$(12.07) | 104 | \$1,255.54 |

| FISC | NIIN | NOMENCLATURE | COG | UI | PRICE X DEMAND | GSA COST | GSA/SERV-MART PRICE | SERV-MART OPERATING COST | TOTAL GOVT COST | RETAIL COST AND RETAIL | DIFF BTWN GOVT COST AND RETAIL | 6 MONTH DEMAND | TOTAL COST |
|------|-----------|----------------------------------|-----|----|----------------|----------|---------------------|--------------------------|-----------------|------------------------|--------------------------------|----------------|--------------|
| 8010 | 013023608 | PAINT, PRIMR EPOX GRN 10GL KT** | 9Q | KT | \$3,692.32 | \$165.30 | \$230.77 | 0.17 | \$270.00 | \$300.00 | (\$30.00) | 16 | (\$479.99) |
| 7330 | 012810768 | ORGANIZER, TRAVEL SIZER*** | 9Q | EA | \$3,631.88 | \$23.26 | \$30.52 | 0.17 | \$35.71 | \$29.99 | \$5.72 | 119 | \$680.49 |
| 7330 | 013702168 | ORGANIZER, BURGUNDY ZIPPER W/HID | 9Q | EA | \$3,595.16 | \$42.10 | \$52.87 | 0.17 | \$61.86 | \$64.99 | (\$3.13) | 68 | (\$212.98) |
| 7330 | 002223525 | BOOK, MEMORA 10X8 1/2" | 9Q | EA | \$3,495.75 | \$1.80 | \$2.95 | 0.17 | \$3.45 | \$3.87 | (\$0.42) | 1185 | (\$495.92) |
| 8540 | 002767570 | NAPKIN, PAPER TABLE | 9Q | BX | \$3,438.78 | \$32.03 | \$46.47 | 0.17 | \$54.37 | \$89.50 | (\$35.13) | 74 | (\$2,599.63) |
| 7310 | 006802395 | TAPE, PRESSURE SEN ADHESIVE | 9Q | RO | \$3,388.77 | \$2.21 | \$2.97 | 0.17 | \$3.47 | \$2.67 | \$0.80 | 1141 | \$918.39 |
| 7920 | 007355242 | PAD, SCOURING | 9Q | PG | \$3,385.04 | \$1.63 | \$2.62 | 0.17 | \$3.07 | \$7.45 | (\$4.38) | 1292 | (\$3,664.90) |
| 7460 | 011790048 | FILE, ROTARY ROLLODEX | 9Q | EA | \$3,335.04 | \$17.86 | \$23.16 | 0.17 | \$27.10 | \$25.99 | \$1.11 | 144 | \$159.44 |
| 7920 | 008841116 | SPONGE, CELL, LARGE | 9Q | EA | \$3,285.12 | \$61.45 | \$102.01 | 0.17 | \$119.35 | \$0.12 | \$0.12 | 3422 | \$421.59 |
| 5120 | 000812307 | PAPER, TISSUE | 9Q | SE | \$3,162.31 | \$23.14 | \$27.96 | 0.17 | \$32.71 | \$15.79 | \$16.92 | 110 | \$1,861.55 |
| 8540 | 010556094 | DISKETTE, 5-1/4 DS /HD | 9Q | BX | \$3,075.60 | \$3.77 | \$3.77 | 0.17 | \$6.11 | \$6.49 | (\$0.38) | 586 | (\$224.20) |
| 7045 | 013236435 | FLOOR FINISH, "ARMOR 22" | 9Q | BX | \$3,037.80 | \$26.20 | \$36.60 | 0.17 | \$7.02 | \$8.60 | (\$1.58) | 506 | (\$799.48) |
| 7930 | 013636552 | BATTERY, ENERGIZER SZ C | 9Q | PG | \$3,036.00 | \$3.74 | \$6.00 | 0.17 | \$35.50 | \$60.00 | (\$24.50) | 98 | (\$2,401.22) |
| 6135 | 009857846 | FLOOR WAX | 9Q | CN | \$2,973.32 | \$18.98 | \$20.83 | 0.17 | \$24.37 | \$39.99 | (\$15.62) | 142 | (\$2,217.88) |
| 7930 | 001449000 | PAPER, TABULATING 2PT | 9Q | BX | \$2,921.67 | \$22.30 | \$36.07 | 0.17 | \$42.20 | \$129.00 | (\$86.80) | 81 | (\$7,030.65) |
| 5133 | 002930983 | DRILL, SET, I | 9Q | SE | \$2,915.86 | \$32.09 | \$47.03 | 0.17 | \$55.03 | \$49.99 | \$5.04 | 62 | \$312.18 |
| 7330 | 013321560 | ORGANIZER, BURGUNDY W/ZIPPER | 9Q | EA | \$2,828.08 | \$35.13 | \$48.76 | 0.17 | \$57.05 | \$47.37 | \$9.68 | 58 | \$561.39 |
| 8135 | 009527188 | FOIL, ALUMINUM FOOD SERVICE | 9Q | RO | \$2,825.86 | \$4.72 | \$6.17 | 0.17 | \$7.22 | \$4.92 | \$2.30 | 458 | \$1,052.90 |
| 7930 | 003577386 | FLASHLIGHT | 9Q | EA | \$2,822.40 | \$0.78 | \$1.05 | 0.17 | \$1.23 | \$2.99 | (\$1.76) | 2688 | (\$4,734.91) |
| 8020 | 002003489 | DETERGENT, GEN. PURPOSE | 9Q | BT | \$2,818.88 | \$2.31 | \$3.68 | 0.17 | \$4.31 | \$5.92 | (\$1.61) | 766 | (\$1,236.63) |
| 8415 | 006344658 | BRUSH, PAINT | 9Q | EA | \$2,737.28 | \$4.55 | \$6.58 | 0.17 | \$7.70 | \$9.87 | (\$2.17) | 416 | (\$903.30) |
| 7330 | 011247632 | GLOVES, MEN'S | 9Q | PR | \$2,727.57 | \$10.37 | \$13.57 | 0.17 | \$15.88 | \$10.79 | \$5.09 | 201 | \$1,022.47 |
| 6840 | 006877904 | PAD, WRITING | 9Q | DZ | \$2,704.00 | \$3.28 | \$4.00 | 0.17 | \$4.68 | \$6.99 | (\$2.31) | 676 | (\$1,561.56) |
| 7340 | 000221315 | DISINFECTANT, PINEOIL | 9Q | QT | \$2,699.97 | \$2.38 | \$3.01 | 0.17 | \$3.52 | \$1.31 | \$2.21 | 897 | \$1,983.89 |
| 7340 | 000221315 | FORK, PLASTIC PICNIC | 9Q | HD | \$2,699.97 | \$17.14 | \$23.45 | 0.17 | \$27.44 | \$10.99 | \$16.45 | 115 | \$1,891.35 |
| 7520 | 012022927 | PENCIL SHARPENER, ELECTRIC | 9Q | EA | \$2,621.05 | \$4.10 | \$5.89 | 0.17 | \$6.89 | \$7.98 | (\$1.09) | 445 | (\$484.47) |
| 7330 | 01167865 | PAD, WRITING | 9Q | DZ | \$2,615.40 | \$0.47 | \$0.60 | 0.17 | \$0.70 | \$0.34 | \$0.36 | 4359 | \$1,577.96 |
| 7330 | 010607511 | BOOK, MEMO, LINED | 9Q | EA | \$2,599.30 | \$5.42 | \$9.35 | 0.17 | \$10.94 | \$5.99 | \$4.95 | 278 | \$1,375.96 |
| 5120 | 002405328 | WRENCH, ADJ | 9Q | EA | \$2,565.00 | \$3.71 | \$4.80 | 0.17 | \$5.62 | \$4.19 | \$1.43 | 538 | \$767.19 |
| 7330 | 013636551 | STRIPPER, MOP-ON-MOP OFF | 9Q | BX | \$2,467.53 | \$29.12 | \$43.29 | 0.17 | \$50.65 | \$47.50 | \$3.15 | 57 | \$179.51 |
| 7330 | 013599524 | CUP, PAPER*** | 9Q | BX | \$2,450.38 | \$95.26 | \$43.93 | 0.17 | \$51.40 | \$18.50 | \$32.90 | 56 | \$1,035.89 |
| 7930 | 012367280 | DETERGENT, LAUNDRY 40LB CONT. | 9Q | CO | \$2,450.38 | \$26.08 | \$43.93 | 0.17 | \$168.64 | \$127.99 | \$40.65 | 17 | \$691.11 |
| 5130 | 008897745 | JIG SAW, ELECTRIC | 9Q | EA | \$2,409.48 | \$15.96 | \$22.31 | 0.17 | \$26.10 | \$23.16 | \$2.94 | 108 | \$317.81 |
| 7330 | 008893555 | FILE FOLDER, LETTER STR CUT | 9Q | HD | \$2,409.48 | \$18.76 | \$29.47 | 0.17 | \$34.48 | \$22.99 | \$11.49 | 81 | \$930.68 |
| 5120 | 012894310 | RIVETER, BLIND, HAND | 9Q | EA | \$2,387.07 | \$15.76 | \$22.35 | 0.17 | \$36.15 | \$67.52 | (\$31.37) | 105 | (\$4,343.90) |
| 7920 | 009265744 | BUCKET MOP | 9Q | EA | \$2,346.75 | \$17.86 | \$25.99 | 0.17 | \$30.41 | \$17.08 | \$13.33 | 90 | \$1,199.55 |
| 8105 | 002627363 | BAG, PAPER | 9Q | BE | \$2,339.10 | \$17.86 | \$25.99 | 0.17 | \$30.41 | \$17.08 | \$13.33 | 90 | \$1,199.55 |
| 7920 | 001788315 | BRUSH, DUSTING | 9Q | EA | \$2,335.62 | \$3.49 | \$5.81 | 0.17 | \$6.80 | \$13.69 | (\$6.89) | 402 | (\$2,770.70) |
| 6645 | 002504680 | STOPWATCH, LAB PUSH BUTTON | 9Q | EA | \$2,331.02 | \$59.17 | \$80.38 | 0.17 | \$94.04 | \$59.00 | \$35.04 | 29 | \$1,016.29 |
| 7930 | 013641018 | SEALER, FLOOR "AQUA SEAL" | 9Q | CS | \$2,328.30 | \$42.65 | \$59.70 | 0.17 | \$69.85 | \$76.42 | (\$6.57) | 39 | (\$256.27) |
| 7330 | 011167867 | POST IT NOTE PAD, 3X3" | 9Q | DZ | \$2,296.20 | \$2.68 | \$4.30 | 0.17 | \$5.03 | \$6.39 | (\$1.36) | 534 | (\$725.71) |
| 7330 | 002237939 | NOTEBOOK, STENO | 9Q | PG | \$2,291.52 | \$6.38 | \$8.68 | 0.17 | \$10.16 | \$14.97 | (\$4.81) | 264 | (\$1,271.00) |
| 7330 | 002900617 | PAPER BOND WHITE 8 1/2X11 | 9Q | BX | \$2,267.38 | \$19.83 | \$31.06 | 0.17 | \$36.34 | \$115.30 | (\$78.96) | 73 | (\$5,764.07) |
| 8415 | 006345026 | GLOVES, FLANNEL, WORK | 9Q | PR | \$2,246.01 | \$1.08 | \$1.69 | 0.17 | \$1.98 | \$1.49 | \$0.49 | 1329 | \$647.62 |
| 8020 | 005598843 | BRUSH, PAINT, 2 1/2" | 9Q | EA | \$2,218.40 | \$2.47 | \$3.76 | 0.17 | \$4.40 | \$5.99 | (\$1.59) | 590 | (\$938.57) |
| 7920 | 009265176 | SCOURING PAD, STEEL | 9Q | EA | \$2,199.96 | \$0.66 | \$0.81 | 0.17 | \$0.95 | \$0.99 | (\$0.04) | 2716 | (\$114.89) |
| 7510 | 007927571 | BINDER, LOOSE LEAF 8 1/2"X11" | 9Q | EA | \$2,141.10 | \$1.89 | \$2.70 | 0.17 | \$3.16 | \$2.89 | \$0.27 | 793 | \$213.32 |
| 5120 | 001654098 | WRENCH SET, SOCKET | 9Q | SE | \$2,114.70 | \$12.46 | \$20.14 | 0.17 | \$23.56 | \$24.99 | (\$1.43) | 105 | (\$149.75) |
| 7930 | 000456912 | WAX REMOVER, CONCENTRATED 5 GL | 9Q | CN | \$2,094.96 | \$7.90 | \$12.47 | 0.17 | \$14.59 | \$39.95 | (\$25.36) | 168 | (\$4,260.50) |
| 7510 | 005842489 | PORTFOLIO, BLUE DBL POCKET | 9Q | BX | \$2,080.00 | \$4.19 | \$6.50 | 0.17 | \$7.61 | \$7.23 | \$0.38 | 320 | \$120.00 |
| 8540 | 010562897 | PAPER NAPKIN | 9Q | BX | \$2,076.90 | \$35.86 | \$48.30 | 0.17 | \$56.51 | \$45.00 | \$11.51 | 43 | \$494.97 |
| 7320 | 012074268 | PEN, ROLLERBALL BLACK FINE PT | 9Q | DZ | \$2,045.22 | \$2.68 | \$3.83 | 0.17 | \$4.48 | \$0.99 | \$3.49 | 534 | \$1,864.25 |
| 5110 | 001616912 | SHEARS, STRAIGHT, MED | 9Q | EA | \$2,028.84 | \$4.40 | \$6.38 | 0.17 | \$7.46 | \$3.99 | \$3.47 | 318 | \$1,104.92 |

| FISC | NIIN | NOMENCLATURE | COG | UI | PRICE X DEMAND | GSA COST | GSA/SERVMART PRICE | SERVMART OPERATING COST | TOTAL GOVT COST | RETAIL | DIFF BTWN GOVT COST AND RETAIL | 6 MONTH DEMAND | TOTAL COST |
|------|-----------|---------------------------------|-----|----|-------------------|----------|-----------------------|----------------------------|--------------------|----------|-----------------------------------|-------------------|--------------|
| 8020 | 002454517 | BRUSH, PAINT | 9Q | EA | \$2,027.60 | \$3.26 | \$5.48 | 0.17 | \$6.41 | \$5.99 | \$0.42 | 370 | \$155.99 |
| 7510 | 005842490 | FOLDERS, PRESENTATION LT. BLUE | 9Q | BX | \$1,987.55 | \$4.17 | \$6.35 | 0.17 | \$7.43 | \$7.23 | \$0.20 | 313 | \$62.44 |
| 7920 | 008239818 | PAD, METAL P | 9Q | CN | \$1,943.76 | \$4.27 | \$5.46 | 0.17 | \$6.39 | \$2.49 | \$3.90 | 356 | \$1,387.76 |
| 7510 | 002223521 | BOOK, MEMORANDUM | 9Q | EA | \$1,942.15 | \$1.17 | \$1.79 | 0.17 | \$2.09 | \$2.54 | (\$0.45) | 1085 | (\$483.58) |
| 7510 | 005842401 | BINDER, LOOSE LEAF 11 X 8 1/2 | 9Q | BX | \$1,934.14 | \$14.36 | \$22.49 | 0.17 | \$26.41 | \$14.99 | \$11.32 | 86 | \$973.80 |
| 8135 | 009662532 | PAPER, FIRE RETARDANT | 9Q | RO | \$1,928.64 | \$33.94 | \$60.27 | 0.17 | \$70.52 | \$35.95 | \$34.57 | 32 | \$1,106.11 |
| 7520 | 002236672 | PENCIL, MECH | 9Q | DZ | \$1,927.08 | \$3.58 | \$4.77 | 0.17 | \$5.58 | \$3.99 | \$1.59 | 404 | \$642.72 |
| 7105 | 000528698 | FRAME PICTURE 8 X 10 | 9Q | EA | \$1,919.23 | \$1.98 | \$2.81 | 0.17 | \$3.29 | \$2.99 | \$0.30 | 683 | \$203.33 |
| 7930 | 002829699 | DETERGENT, GENERAL PURPOSE | 9Q | GL | \$1,891.38 | \$8.28 | \$10.87 | 0.17 | \$12.72 | \$6.00 | \$6.72 | 174 | \$1,168.91 |
| 7520 | 001615664 | PENCIL, MECHANICAL, BLACK | 9Q | DZ | \$1,881.25 | \$7.79 | \$10.75 | 0.17 | \$12.58 | \$14.92 | (\$2.34) | 175 | (\$409.94) |
| 7330 | 003794439 | BAKERY PAD | 9Q | EA | \$1,848.36 | \$1.47 | \$2.11 | 0.17 | \$2.47 | \$1.35 | \$1.12 | 876 | \$979.98 |
| 8010 | 013445311 | PAINT, HAZE GRAY 10L** | 9Q | GL | \$1,848.00 | \$16.69 | \$28.00 | 0.17 | \$32.76 | \$19.78 | \$12.98 | 66 | \$856.68 |
| 5120 | 009060168 | WRENCH SET, METRIC 6-19MM | 9Q | SE | \$1,832.64 | \$24.55 | \$38.18 | 0.17 | \$44.67 | \$31.99 | \$12.68 | 48 | \$608.67 |
| 5120 | 003226231 | SOCKET SET, WRENCH, TOOL | 9Q | SE | \$1,831.92 | \$69.19 | \$107.76 | 0.17 | \$126.08 | \$29.97 | \$96.11 | 17 | \$1,633.86 |
| 7520 | 010696790 | MARKER, DRY ERASE 4-COLOR | 9Q | SE | \$1,831.44 | \$2.20 | \$3.12 | 0.17 | \$3.65 | \$3.59 | \$0.06 | 587 | \$35.45 |
| 7920 | 002630328 | HANDLE, WOOD ACME | 9Q | EA | \$1,814.70 | \$1.75 | \$2.63 | 0.17 | \$3.08 | \$4.49 | (\$1.41) | 690 | (\$974.90) |
| 8020 | 002601304 | BRUSH, VARNISH | 9Q | EA | \$1,810.62 | \$1.23 | \$1.89 | 0.17 | \$2.21 | \$1.19 | \$1.02 | 958 | \$978.41 |
| 8115 | 000798823 | BOX, SHIPPING 20X20X20" | 9Q | EA | \$1,788.08 | \$1.25 | \$2.17 | 0.17 | \$2.54 | \$2.63 | (\$0.09) | 824 | (\$75.07) |
| 8115 | 001790579 | BOX, SHIPPING 18X20X10" | 9Q | EA | \$1,774.50 | \$0.56 | \$0.91 | 0.17 | \$1.06 | \$1.37 | (\$0.31) | 1950 | (\$595.34) |
| 7510 | 005519825 | TAPE, TRANSPARENT 3/4" | 9Q | RO | \$1,762.35 | \$0.42 | \$0.93 | 0.17 | \$1.09 | \$1.25 | (\$0.16) | 1895 | (\$306.80) |
| 8020 | 002056505 | BRUSH, PAINT 1 1/2" | 9Q | EA | \$1,710.42 | \$1.12 | \$1.74 | 0.17 | \$2.04 | \$2.79 | (\$0.75) | 983 | (\$741.38) |
| 8020 | 002056501 | BRUSH, VARNISH | 9Q | EA | \$1,710.08 | \$2.02 | \$3.34 | 0.17 | \$3.91 | \$3.59 | \$0.32 | 512 | \$162.71 |
| 7920 | 009003577 | BRUSH, WIRE, STAINLESS, 7.75" | 9Q | EA | \$1,704.95 | \$0.28 | \$0.43 | 0.17 | \$23.06 | \$1.99 | (\$1.49) | 3965 | (\$5,895.56) |
| 7520 | 002633425 | PERFORATOR, OFFICE | 9Q | EA | \$1,695.06 | \$16.20 | \$19.71 | 0.17 | \$23.06 | \$4.99 | \$18.07 | 86 | \$1,554.08 |
| 7510 | 008261876 | TAPE, EMBOSSED BLACK | 9Q | BX | \$1,688.68 | \$2.39 | \$3.26 | 0.17 | \$3.81 | \$14.64 | (\$10.83) | 518 | (\$5,607.76) |
| 7510 | 008491139 | TAPE, EMBOSSED RED | 9Q | BX | \$1,669.44 | \$2.39 | \$3.76 | 0.17 | \$4.40 | \$14.64 | (\$10.24) | 444 | (\$4,546.92) |
| 7195 | 012075553 | BULLETIN BOARD, POST-IT | 9Q | EA | \$1,645.66 | \$5.13 | \$7.69 | 0.17 | \$9.00 | \$10.49 | (\$1.49) | 214 | (\$319.44) |
| 7350 | 002518746 | BOWL, EAT | 9Q | DZ | \$1,638.75 | \$12.33 | \$17.25 | 0.17 | \$20.18 | \$32.64 | (\$12.46) | 95 | (\$1,183.46) |
| 7230 | 008499839 | CURTAIN, SHOWER 72 X 36 | 9Q | EA | \$1,624.32 | \$2.67 | \$3.84 | 0.17 | \$28.21 | \$19.99 | \$8.22 | 67 | \$550.65 |
| 7210 | 002052804 | BLANKET, BED WOOL GRAY 66X84 | 9Q | EA | \$1,615.37 | \$16.75 | \$24.11 | 0.17 | \$28.21 | \$115.30 | (\$70.31) | 42 | (\$2,953.17) |
| 7530 | 002900599 | PAPER BOND WHITE 8 1/2 X 11 | 9Q | BX | \$1,614.90 | \$25.88 | \$38.45 | 0.17 | \$44.99 | \$19.99 | (\$24.99) | 182 | (\$1,764.31) |
| 7490 | 008350443 | EMBOSSED MACHINE, ID | 9Q | EA | \$1,601.60 | \$5.50 | \$8.80 | 0.17 | \$10.30 | \$32.99 | (\$22.69) | 68 | (\$371.27) |
| 5130 | 013365533 | ETCHER, ELECTRIC | 9Q | EA | \$1,600.04 | \$18.02 | \$23.53 | 0.17 | \$27.53 | \$32.99 | (\$5.46) | 28 | (\$1,081.53) |
| 7930 | 012368941 | DETERGENT, SILVER POWER #12922 | 9Q | BX | \$1,577.24 | \$40.25 | \$56.33 | 0.17 | \$65.91 | \$27.28 | \$38.63 | 5 | (\$1,155.38) |
| 5180 | 010464980 | TOOL KIT, ELECTRICIAN'S | 9Q | KT | \$1,576.60 | \$220.84 | \$315.32 | 0.17 | \$368.92 | \$600.00 | (\$231.08) | 103 | \$808.81 |
| 6645 | 010468848 | CLOCK, WALL | 9Q | EA | \$1,570.75 | \$10.39 | \$15.25 | 0.17 | \$17.84 | \$9.99 | \$7.85 | 19 | \$1,224.04 |
| 5130 | 009357354 | DRILL, ELECTRIC | 9Q | EA | \$1,565.03 | \$52.84 | \$82.37 | 0.17 | \$96.37 | \$31.95 | \$64.42 | 325 | \$954.75 |
| 7520 | 013527314 | PEN, BLACK FIBERPOINT | 9Q | DZ | \$1,563.25 | \$2.40 | \$4.81 | 0.17 | \$5.63 | \$2.69 | \$2.94 | 152 | \$321.62 |
| 7930 | 013608019 | DETERGENT, LIQUID DISHWASHING* | 9Q | GL | \$1,561.04 | \$7.35 | \$10.27 | 0.17 | \$12.02 | \$9.90 | \$2.12 | 285 | \$401.82 |
| 7230 | 002051762 | SHOWER CURTAIN | 9Q | EA | \$1,558.95 | \$3.46 | \$5.47 | 0.17 | \$6.40 | \$4.99 | \$1.41 | 200 | (\$182.16) |
| 5110 | 002405943 | KNIFE, ELECTRICIAN | 9Q | EA | \$1,552.00 | \$5.14 | \$7.76 | 0.17 | \$9.08 | \$9.99 | (\$0.91) | 409 | (\$1,381.36) |
| 8415 | 006342410 | CAP, FOOD HANDLERS | 9Q | BX | \$1,546.02 | \$2.76 | \$3.78 | 0.17 | \$4.42 | \$7.80 | (\$3.38) | 1378 | \$772.23 |
| 7510 | 002815234 | PENCIL | 9Q | DZ | \$1,543.36 | \$0.76 | \$1.12 | 0.17 | \$1.31 | \$0.75 | \$0.56 | 848 | (\$910.75) |
| 7930 | 005519823 | TAPE MAGIC 1" | 9Q | RO | \$1,526.40 | \$1.16 | \$1.80 | 0.17 | \$2.11 | \$3.18 | (\$1.07) | 313 | \$558.55 |
| 7930 | 005152477 | DETERGENT, G | 9Q | GL | \$1,518.05 | \$3.49 | \$4.85 | 0.17 | \$5.67 | \$3.89 | \$1.78 | 8 | \$782.88 |
| 6230 | 002705418 | FLASHLIGHT 2D CELL | 9Q | EA | \$1,497.65 | \$2.96 | \$3.85 | 0.17 | \$4.50 | \$7.99 | (\$3.49) | 389 | (\$1,555.86) |
| 8010 | 013445322 | PAINT, WHITE SEMI GLOSS 5-GAL** | 9Q | CN | \$1,445.20 | \$72.65 | \$180.65 | 0.17 | \$211.36 | \$113.50 | \$97.86 | 69 | \$309.33 |
| 7530 | 002389232 | TRANSFERENCEY, WHITE FILM | 9Q | HD | \$1,442.10 | \$11.61 | \$20.90 | 0.17 | \$24.45 | \$19.97 | \$4.48 | 123 | \$327.66 |
| 5120 | 002644396 | WRENCH ADJUSTABLE 12" | 9Q | EA | \$1,435.41 | \$8.24 | \$11.67 | 0.17 | \$13.65 | \$10.99 | \$2.66 | 78 | (\$119.51) |
| 7920 | 002644638 | BROOM, PUSH | 9Q | EA | \$1,430.52 | \$12.26 | \$18.34 | 0.17 | \$21.46 | \$22.99 | (\$1.53) | 85 | \$457.25 |
| 7930 | 009907391 | DETERGENT, LAUNDRY | 9Q | DR | \$1,429.70 | \$10.26 | \$16.82 | 0.17 | \$19.68 | \$14.30 | \$5.38 | 185 | \$264.96 |
| 5110 | 002236371 | SHEARS, STREIGHT CUT | 9Q | EA | \$1,417.10 | \$5.34 | \$7.66 | 0.17 | \$8.96 | \$7.53 | \$1.43 | 1747 | (\$1,244.39) |
| 7530 | 002439366 | BOOK MEMO GREEN 3 1/2" X 6" | 9Q | EA | \$1,415.07 | \$0.51 | \$0.81 | 0.17 | \$0.95 | \$1.66 | (\$0.71) | 48 | \$582.17 |
| 5133 | 004496775 | DRILL SET, ELECTRIC | 9Q | SE | \$1,394.40 | \$18.14 | \$29.05 | 0.17 | \$33.99 | \$21.86 | \$12.13 | 467 | \$1,006.34 |
| 7340 | 000221316 | KNIFE, PLASTIC, PICNIC | 9Q | HD | \$1,386.99 | \$2.34 | \$2.97 | 0.17 | \$3.47 | \$1.32 | \$2.15 | | |

| FISC | NIN | NOMENCLATURE | COG | UI | PRICE X DEMAND | GSA COST | GSA/SERV/MRT PRICE | SERV/MRT OPERATING COST | TOTAL GOVT COST | RETAIL | DIFF BTWN GOVT COST AND RETAIL | 6 MONTH DEMAND | TOTAL COST |
|--------------------------------------|-----------|----------------------------------|-----|----|----------------|----------|--------------------|-------------------------|-----------------|---------|--------------------------------|----------------|--------------|
| 7930 | 013608050 | STAINLESS STEEL CLEANER*** | 9Q | GL | \$1,382.40 | \$7.65 | \$10.80 | 0.17 | \$12.64 | \$15.95 | (\$3.31) | 128 | (\$424.19) |
| 7930 | 013425315 | CLEANER & DEGREASER, SPRAY*** | 9Q | BT | \$1,381.76 | \$3.47 | \$5.08 | 0.17 | \$5.94 | \$3.39 | \$2.55 | 272 | \$694.58 |
| 7520 | 002853148 | BOX, INDEX | 9Q | EA | \$1,368.34 | \$15.82 | \$22.07 | 0.17 | \$19.00 | \$25.82 | \$6.82 | 62 | \$422.96 |
| 5110 | 001622205 | KNIFE, GENERAL PURPOSE | 9Q | EA | \$1,359.00 | \$5.80 | \$9.00 | 0.17 | \$10.53 | \$7.99 | \$2.54 | 151 | \$383.54 |
| 8020 | 006826492 | COVER, PAINT ROLLER 9"X7/8 | 9Q | EA | \$1,352.22 | \$0.54 | \$0.62 | 0.17 | \$0.73 | \$1.13 | (\$0.40) | 2181 | (\$882.43) |
| 7520 | 002861723 | FILE, WORK O | 9Q | EA | \$1,345.20 | \$6.48 | \$11.21 | 0.17 | \$13.12 | \$12.99 | \$0.13 | 120 | \$15.08 |
| 7930 | 013623208 | OVEN CLEANER, FAST CLEAN*** | 9Q | GL | \$1,336.61 | \$5.75 | \$8.00 | 0.17 | \$9.36 | \$6.70 | \$2.66 | 168 | \$446.88 |
| 7920 | 000610038 | SCRUB BRUSH | 9Q | EA | \$1,336.61 | \$2.76 | \$4.19 | 0.17 | \$4.90 | \$6.20 | (\$1.30) | 319 | (\$413.97) |
| 7530 | 002223443 | FILE FOLDER | 9Q | HD | \$1,332.80 | \$7.78 | \$9.80 | 0.17 | \$11.47 | \$9.99 | \$1.48 | 136 | \$200.74 |
| 7510 | 000745124 | TAPE, PRESSU GREEN | 9Q | RO | \$1,320.57 | \$4.69 | \$6.03 | 0.17 | \$7.06 | \$6.44 | \$0.62 | 219 | \$134.71 |
| 8020 | 002633867 | BRUSH, VARNISH | 9Q | EA | \$1,316.34 | \$2.04 | \$3.09 | 0.17 | \$3.62 | \$1.97 | \$1.65 | 426 | \$700.90 |
| 7920 | 001711148 | MOPHEAD, WET, COTTON | 9Q | EA | \$1,314.00 | \$1.67 | \$2.19 | 0.17 | \$2.56 | \$1.65 | \$0.91 | 600 | \$547.38 |
| 7920 | 002911237 | SCOURING BRICK | 9Q | EA | \$1,313.64 | \$4.60 | \$5.34 | 0.17 | \$6.25 | \$2.25 | \$4.00 | 246 | \$983.46 |
| 7530 | 000822662 | LABEL, GUMMED WHITE | 9Q | BX | \$1,267.73 | \$11.20 | \$15.62 | 0.17 | \$18.28 | \$22.99 | (\$4.71) | 84 | (\$396.03) |
| 7520 | 009731059 | MARKER, FELT TIP, BLACK WIDE | 9Q | DZ | \$1,267.35 | \$2.27 | \$3.31 | 0.17 | \$3.87 | \$7.77 | (\$3.90) | 383 | (\$1,492.67) |
| 7340 | 000221317 | SPOON, PLASTIC HEAVY DUTY | 9Q | HD | \$1,267.35 | \$2.24 | \$3.55 | 0.17 | \$4.15 | \$1.32 | \$2.83 | 357 | \$1,011.56 |
| 7510 | 002902026 | TAPE, PR SEN | 9Q | RO | \$1,267.16 | \$1.04 | \$1.58 | 0.17 | \$1.85 | \$2.19 | (\$0.34) | 82 | \$537.34 |
| 7520 | 001632563 | PERFORATOR, PAPER 3-HOLE | 9Q | EA | \$1,260.34 | \$10.90 | \$15.37 | 0.17 | \$17.98 | \$11.43 | \$6.55 | 478 | \$185.03 |
| 7510 | 012784130 | BINDER, 2", BLACK, STIFF, 3 RING | 9Q | EA | \$1,257.14 | \$1.57 | \$2.63 | 0.17 | \$3.08 | \$2.69 | \$0.39 | 123 | \$514.82 |
| 5120 | 004498083 | WRENCH, OPEN | 9Q | EA | \$1,248.45 | \$6.37 | \$10.15 | 0.17 | \$11.88 | \$7.69 | \$4.19 | 647 | (\$610.51) |
| 8020 | 008897918 | BRUSH, VARNISH 2" | 9Q | EA | \$1,242.24 | \$1.20 | \$1.92 | 0.17 | \$2.25 | \$3.19 | (\$0.94) | 764 | (\$49.35) |
| 8020 | 007534915 | ROLLER, PAINT | 9Q | EA | \$1,237.68 | \$1.16 | \$1.62 | 0.17 | \$1.90 | \$1.96 | (\$0.06) | 275 | \$160.41 |
| 8020 | 005974770 | BRUSH, PAINT FLAT 3" | 9Q | EA | \$1,234.75 | \$2.82 | \$4.49 | 0.17 | \$5.25 | \$4.67 | \$0.58 | 43 | \$919.77 |
| 7240 | 001600440 | TRASH CN ST | 9Q | EA | \$1,226.79 | \$21.53 | \$28.53 | 0.17 | \$33.38 | \$11.99 | \$21.39 | 117 | \$207.43 |
| 7610 | 001429051 | DICTIONARY | 9Q | EA | \$1,213.29 | \$5.02 | \$10.37 | 0.17 | \$12.13 | \$10.36 | \$1.77 | 357 | \$823.35 |
| 5835 | BP9995568 | VIDEO CASSETTE 120 MINUTES | 9Q | EA | \$1,210.23 | \$2.39 | \$3.39 | 0.17 | \$3.97 | \$1.66 | \$2.31 | 321 | (\$2,857.16) |
| 7510 | 008491138 | TAPE, EMBOSSE, GREEN | 9Q | BX | \$1,206.96 | \$2.39 | \$3.76 | 0.17 | \$4.40 | \$13.30 | (\$8.90) | 367 | (\$3,481.29) |
| 7510 | 008784470 | TAPE, EMBOSSE, BLUE | 9Q | BX | \$1,196.42 | \$2.36 | \$3.26 | 0.17 | \$3.81 | \$13.30 | (\$9.49) | 15 | \$694.05 |
| 7910 | 005509123 | VACUUM CLEANER, HOUSEHOLD | 9Q | EA | \$1,170.00 | \$74.15 | \$78.00 | 0.17 | \$91.26 | \$44.99 | \$46.27 | 15 | \$9.37 |
| 8010 | 013316107 | PAINT, BLACK SPRAY LOW VOC | 9Q | PT | \$1,160.78 | \$3.72 | \$4.57 | 0.17 | \$5.35 | \$5.31 | \$0.04 | 254 | \$15.56 |
| 4240 | 005422048 | FACESHIELD | 9Q | EA | \$1,160.35 | \$6.58 | \$10.09 | 0.17 | \$11.81 | \$11.67 | \$0.14 | 115 | \$15.56 |
| 7920 | 009651709 | TOWEL, PAPER WIPING | 9Q | BX | \$1,159.20 | \$25.87 | \$27.60 | 0.17 | \$32.29 | \$35.37 | (\$3.08) | 42 | (\$129.28) |
| 7530 | 002910098 | FOLDER, FILE LETTER SIZE | 9Q | HD | \$1,155.06 | \$3.63 | \$5.58 | 0.17 | \$6.53 | \$6.99 | (\$0.46) | 207 | (\$95.51) |
| 7530 | 006198880 | EASEL PAD, WRITING | 9Q | PD | \$1,152.27 | \$5.72 | \$6.51 | 0.17 | \$7.62 | \$10.49 | (\$2.87) | 177 | (\$508.57) |
| 7530 | 006630031 | FOLDER, FILE 12X9 1/3 | 9Q | HD | \$1,150.38 | \$5.30 | \$7.47 | 0.17 | \$8.74 | \$5.99 | \$2.75 | 154 | \$423.48 |
| 7220 | 006341601 | MATTING, GREY VINYL 20X20 | 9Q | EA | \$1,141.06 | \$7.18 | \$9.67 | 0.17 | \$11.31 | \$2.98 | \$8.33 | 118 | \$983.40 |
| 5110 | 005958317 | FILE SET, HAND | 9Q | SE | \$1,140.81 | \$23.95 | \$34.57 | 0.17 | \$40.45 | \$16.99 | \$23.46 | 33 | \$774.08 |
| 5120 | 002643795 | WRENCH, OPEN | 9Q | EA | \$1,138.12 | \$4.81 | \$7.69 | 0.17 | \$9.00 | \$8.74 | \$0.26 | 148 | \$38.08 |
| 5120 | 004736476 | WRENCH ADJUSTABLE | 9Q | EA | \$1,130.49 | \$13.75 | \$21.33 | 0.17 | \$24.96 | \$16.30 | \$8.66 | 53 | \$458.77 |
| 5350 | 002210883 | ABRASIVE PAPER, 80 GRITS** | 9Q | PG | \$1,129.76 | \$4.17 | \$6.14 | 0.17 | \$7.18 | \$17.00 | (\$9.82) | 184 | (\$1,806.18) |
| 7350 | 000825741 | CUP, ENLISTED PLASTIC | 9Q | BX | \$1,126.71 | \$8.44 | \$10.53 | 0.17 | \$12.32 | \$36.90 | (\$24.58) | 107 | (\$2,630.05) |
| 7930 | 001775243 | DETERGENT, GENERAL PURPOSE | 9Q | GL | \$1,125.12 | \$2.44 | \$2.93 | 0.17 | \$3.43 | \$7.50 | (\$4.07) | 384 | (\$1,563.61) |
| 7210 | 007188325 | WASHCLOTH | 9Q | DZ | \$1,120.60 | \$6.19 | \$8.62 | 0.17 | \$10.09 | \$6.97 | \$3.12 | 130 | \$405.00 |
| 7220 | 002053099 | MAT, FLOOR | 9Q | EA | \$1,119.04 | \$15.39 | \$21.52 | 0.17 | \$25.18 | \$12.99 | \$12.19 | 52 | \$633.80 |
| 7510 | 005308881 | BINDER, BLACK 2" 3 RING | 9Q | EA | \$1,118.26 | \$1.29 | \$2.21 | 0.17 | \$2.59 | \$2.89 | (\$0.30) | 506 | (\$153.98) |
| 7920 | 002691259 | BRUSH, WIRE, HAND, STIFF | 9Q | EA | \$1,115.88 | \$1.67 | \$2.04 | 0.17 | \$2.39 | \$2.24 | \$0.15 | 547 | \$80.30 |
| Total Government Cost: (\$55,156.14) | | | | | | | | | | | | | |

APPENDIX C: PAPER PRODUCTS DIRECTLY PURCHASED FROM GSA

| FISC | NIIN | NOMENCLATURE | COG | UI | PRICE X DEMAND | GSA COST | GSA SELLING PRICE | RETAIL | DIFF BTWN GSA SELLING AND RETAIL | 6 MONTH DEMAND | TOTAL COST |
|------|-----------|----------------------------------|-----|----|----------------|----------|-------------------|----------|----------------------------------|----------------|---------------|
| 7530 | 001817174 | XEROX PAPER, 8-1/2 X 11" | 9Q | BX | \$80,161.44 | \$22.57 | \$31.51 | \$29.99 | \$1.52 | 2544 | \$3,866.88 |
| 8540 | 005303770 | TOILET PAPER, TISSUE | 9Q | BX | \$25,057.70 | \$27.00 | \$30.19 | \$15.79 | \$14.40 | 830 | \$11,952.00 |
| 7530 | 008000996 | PAPER, TABULATING MACHINE 1PT. | 9Q | BX | \$18,423.76 | \$11.99 | \$16.81 | \$19.99 | (\$3.18) | 1096 | (\$3,485.28) |
| 7530 | 001623006 | CUP, PAPER | 9Q | BX | \$16,912.59 | \$31.77 | \$44.39 | \$37.23 | \$7.16 | 381 | \$2,727.96 |
| 7530 | 011310091 | PAD, WRITING PAPER | 9Q | DZ | \$13,990.11 | \$42.12 | \$59.03 | \$107.88 | (\$48.85) | 237 | (\$11,577.45) |
| 8540 | 002857001 | NAPKIN, PAPER | 9Q | BX | \$11,669.42 | \$31.84 | \$40.66 | \$36.95 | \$3.71 | 287 | \$1,064.77 |
| 7530 | 001450414 | PAPER, TAB 14-7/8X11" 1PT | 9Q | BX | \$11,642.88 | \$15.79 | \$22.74 | \$29.99 | (\$7.25) | 512 | (\$3,712.00) |
| 7530 | 011476812 | XEROX PAPER, GREEN 8-1/2X11*** | 9Q | RM | \$11,219.20 | \$21.65 | \$35.06 | \$69.90 | (\$34.84) | 320 | (\$11,148.80) |
| 7530 | 012636700 | PLATE, PAPER | 9Q | BX | \$9,401.90 | \$22.08 | \$31.55 | \$31.96 | (\$0.41) | 298 | (\$122.18) |
| 7530 | 001608477 | INDEX SHEETS, 8-1/2X11 LOOSE LF | 9Q | SE | \$9,104.96 | \$0.89 | \$1.48 | \$2.55 | (\$1.07) | 6152 | (\$6,582.64) |
| 8105 | 012842924 | BAG, PAPER WASTE RECEPT | 9Q | BE | \$9,032.21 | \$11.64 | \$17.27 | \$42.00 | (\$24.73) | 523 | (\$12,933.79) |
| 7530 | 002220078 | BOOK, MEMORANDUM | 9Q | EA | \$7,468.44 | \$0.52 | \$0.84 | \$0.72 | \$0.12 | 8891 | \$1,066.92 |
| 7530 | 009908884 | FOLDER, FILE, RED 9 1/2 X 11 3/4 | 9Q | EA | \$7,268.94 | \$0.64 | \$1.26 | \$0.45 | \$0.81 | 5769 | \$4,672.89 |
| 8540 | 002627178 | TOWEL, PAPER | 9Q | BX | \$7,085.60 | \$8.96 | \$10.42 | \$20.60 | (\$10.18) | 680 | (\$6,922.40) |
| 7530 | 001450416 | PAPER, TABULATING, 3-PT | 9Q | BX | \$6,369.30 | \$24.25 | \$33.70 | \$67.95 | (\$34.25) | 189 | (\$6,473.25) |
| 7530 | 001450415 | PAPER, TAB 14-7/8 X 11-1/2 2PT | 9Q | BX | \$5,560.50 | \$23.94 | \$33.70 | \$64.99 | (\$31.29) | 165 | (\$5,162.85) |
| 7530 | 010562896 | CUP, PAPER 8 OZ | 9Q | BX | \$5,205.06 | \$19.22 | \$27.54 | \$47.50 | (\$19.96) | 189 | (\$3,772.44) |
| 8540 | 010556134 | TOWEL, PAPER | 9Q | BX | \$4,518.88 | \$22.43 | \$37.04 | \$87.74 | (\$50.70) | 122 | (\$6,185.40) |
| 7530 | 011245660 | PAPER, WRITING, RULE WHITE LINE | 9Q | DZ | \$4,081.06 | \$7.70 | \$9.74 | \$9.18 | \$0.56 | 419 | \$234.64 |
| 7530 | 001817175 | PAPER, XEROX 8 1/2X14 | 9Q | BX | \$3,997.28 | \$25.58 | \$48.16 | \$48.99 | (\$0.83) | 83 | (\$68.89) |
| 7530 | 011476811 | XEROX PAPER, YELLOW 8-1/2X11** | 9Q | BX | \$3,718.00 | \$21.77 | \$35.75 | \$53.90 | (\$18.15) | 104 | (\$1,887.60) |
| 7530 | 002232525 | BOOK, MEMORA 10X8 1/2 " | 9Q | EA | \$3,495.75 | \$1.80 | \$2.95 | \$3.87 | (\$0.92) | 1185 | (\$1,090.20) |
| 8540 | 002767570 | NAPKIN, PAPER TABLE | 9Q | BX | \$3,075.60 | \$32.03 | \$46.47 | \$89.50 | (\$43.03) | 74 | (\$3,184.22) |
| 8540 | 010556094 | PAPER, TISSUE | 9Q | BX | \$3,075.60 | \$23.14 | \$27.96 | \$15.79 | \$12.17 | 110 | \$1,338.70 |
| 7530 | 001449600 | PAPER, TABULATING 2PT | 9Q | BX | \$2,957.86 | \$14.79 | \$20.83 | \$39.99 | (\$19.16) | 142 | (\$2,720.72) |
| 7530 | 011247632 | PAD, WRITING | 9Q | DZ | \$2,727.57 | \$10.37 | \$13.57 | \$10.79 | \$2.78 | 201 | \$558.78 |
| 7530 | 011167865 | PAD, WRITING | 9Q | DZ | \$2,621.05 | \$4.10 | \$5.89 | \$7.98 | (\$2.09) | 445 | (\$930.05) |
| 7530 | 010607511 | BOOK, MEMO, LINED | 9Q | EA | \$2,615.40 | \$0.47 | \$0.60 | \$0.34 | \$0.26 | 4359 | \$1,133.34 |
| 7530 | 013599524 | CUP, PAPER*** | 9Q | BX | \$2,467.53 | \$29.12 | \$43.29 | \$47.50 | (\$4.21) | 57 | (\$239.97) |
| 7530 | 008893555 | FILE FOLDER, LETTER STR CUT | 9Q | HD | \$2,409.48 | \$15.96 | \$22.31 | \$23.16 | (\$0.85) | 108 | (\$91.80) |
| 8105 | 002627363 | BAG, PAPER | 9Q | BE | \$2,339.10 | \$17.86 | \$25.99 | \$17.08 | \$8.91 | 90 | \$801.90 |
| 7530 | 011167867 | POST IT NOTE PAD, 3X3" | 9Q | DZ | \$2,296.20 | \$2.68 | \$4.30 | \$6.39 | (\$2.09) | 534 | (\$1,116.06) |
| 7530 | 002237939 | NOTEBOOK, STENO | 9Q | PG | \$2,291.52 | \$6.38 | \$8.68 | \$14.97 | (\$6.29) | 264 | (\$1,660.56) |
| 7530 | 002900617 | PAPER BOND WHITE 8 1/2X11 | 9Q | BX | \$2,267.38 | \$19.83 | \$31.06 | \$115.30 | (\$84.24) | 73 | (\$6,149.52) |
| 7510 | 005842489 | PORTFOLIO, BLUE DBL POCKET | 9Q | BX | \$2,080.00 | \$4.19 | \$6.50 | \$7.23 | (\$0.73) | 320 | (\$233.60) |
| 8540 | 010562897 | PAPER NAPKIN | 9Q | BX | \$2,076.90 | \$35.86 | \$48.30 | \$45.00 | \$3.30 | 43 | \$141.90 |
| 7510 | 005842490 | FOLDERS, PRESENTATION, LT. BLUE | 9Q | BX | \$1,987.55 | \$4.17 | \$6.35 | \$7.23 | (\$0.88) | 313 | (\$275.44) |
| 8135 | 009662532 | BOOK, MEMORANDUM | 9Q | EA | \$1,942.15 | \$1.17 | \$1.79 | \$2.54 | (\$0.75) | 1085 | (\$813.75) |
| 7530 | 002223521 | PAPER, FIRE RETARDANT | 9Q | RO | \$1,928.64 | \$33.94 | \$60.27 | \$35.95 | \$24.32 | 32 | \$778.24 |
| 7530 | 002900599 | PAPER BOND WHITE 8 1/2 X 11 | 9Q | BX | \$1,614.90 | \$25.88 | \$38.45 | \$115.30 | (\$76.85) | 42 | (\$3,227.70) |
| 8415 | 006342410 | CAP, FOOD HANDLERS | 9Q | BX | \$1,546.02 | \$2.76 | \$3.78 | \$7.80 | (\$4.02) | 409 | (\$1,644.18) |
| 7530 | 002439366 | BOOK MEMO GREEN 3 1/2"X6" | 9Q | EA | \$1,415.07 | \$0.51 | \$0.81 | \$1.66 | (\$0.85) | 1747 | (\$1,484.95) |
| 7530 | 002223443 | FILE FOLDER | 9Q | HD | \$1,332.80 | \$7.78 | \$9.80 | \$9.99 | (\$0.19) | 136 | (\$25.84) |
| 7920 | 009651709 | TOWEL, PAPER WIPING | 9Q | BX | \$1,159.20 | \$25.87 | \$27.60 | \$35.37 | (\$7.77) | 42 | (\$326.34) |
| 7530 | 002910098 | FOLDER, FILE LETTER SIZE | 9Q | HD | \$1,155.06 | \$3.63 | \$5.58 | \$6.99 | (\$1.41) | 207 | (\$291.87) |
| 7530 | 006630031 | FOLDER, FILE 12X9 1/3 | 9Q | HD | \$1,150.38 | \$5.30 | \$7.47 | \$5.99 | \$1.48 | 154 | \$227.92 |

Total Government Cost

(\$74,974.90)

APPENDIX D: CLEANING CHEMICALS DIRECTLY PURCHASED FROM GSA

| FISC | NIIN | NOMENCLATURE | COG | UI | PRICE X DEMAND | GSA COST | GSA SELLING PRICE | RETAIL | DIFF BTWN GSA SELLING AND RETAIL | 6 MONTH DEMAND | TOTAL COST |
|------|-----------|--------------------------------|-----|----|----------------|----------|-------------------|---------|----------------------------------|----------------|--------------|
| 7930 | 009265280 | DETERGENT, SPRAY N WIPE 1 PT | 9Q | BT | \$14,008.28 | \$0.81 | \$1.43 | \$2.40 | (\$0.97) | 9796 | (\$9,502.12) |
| 7930 | 011527072 | DETERGENT, SOLID POWER #10371 | 9Q | CS | \$11,931.99 | \$65.05 | \$81.17 | \$69.50 | \$11.67 | 147 | \$1,715.49 |
| 6840 | 005843129 | DISINFECTANT, PINEOIL | 9Q | GL | \$7,378.17 | \$9.07 | \$11.73 | \$17.99 | (\$6.26) | 629 | (\$3,937.54) |
| 7930 | 000456923 | REMOVER, FLOOR POLISH | 9Q | GL | \$4,836.05 | \$1.40 | \$3.11 | \$9.10 | (\$5.99) | 1555 | (\$9,314.45) |
| 7930 | 008804454 | COMPOUND, DISHWASHING | 9Q | GL | \$4,433.24 | \$3.44 | \$4.97 | \$8.95 | (\$3.98) | 892 | (\$3,550.16) |
| 7930 | 013636552 | FLOOR FINISH, "ARMOR 22" | 9Q | BX | \$3,037.80 | \$26.20 | \$36.60 | \$39.95 | (\$3.35) | 83 | (\$278.05) |
| 7930 | 011838585 | FLOOR WAX | 9Q | CN | \$2,973.32 | \$18.98 | \$30.34 | \$60.00 | (\$29.66) | 98 | (\$2,906.68) |
| 7930 | 003577386 | DETERGENT, GEN PURPOSE | 9Q | BT | \$2,822.40 | \$0.78 | \$1.05 | \$2.99 | (\$1.94) | 2688 | (\$5,214.72) |
| 6840 | 006877904 | DISINFECTANT, PINEOIL | 9Q | QT | \$2,704.00 | \$3.28 | \$4.00 | \$6.99 | (\$2.99) | 676 | (\$2,021.24) |
| 7930 | 013636551 | STRIPPER, MOP-ON-MOP OFF | 9Q | BX | \$2,565.00 | \$24.50 | \$34.20 | \$39.95 | (\$5.75) | 75 | (\$431.25) |
| 7930 | 012367280 | DETERGENT, LAUNDRY 40LB CONT. | 9Q | CO | \$2,460.08 | \$26.08 | \$43.93 | \$32.90 | \$11.03 | 56 | \$617.68 |
| 7930 | 013641018 | SEALER, FLOOR "AQUA SEAL | 9Q | CS | \$2,328.30 | \$42.65 | \$59.70 | \$76.42 | (\$16.72) | 39 | (\$652.08) |
| 7930 | 000456912 | WAX REMOVER, CONCENTRATED 5 GL | 9Q | CN | \$2,094.96 | \$7.90 | \$12.47 | \$39.95 | (\$27.48) | 168 | (\$4,616.64) |
| 7930 | 002829699 | DETERGENT, GENERAL PURPOSE | 9Q | GL | \$1,891.38 | \$8.28 | \$10.87 | \$6.00 | \$4.87 | 174 | \$847.38 |
| 7930 | 012368941 | DETERGENT, SILVER POWER #12922 | 9Q | BX | \$1,577.24 | \$40.25 | \$56.33 | \$27.28 | \$29.05 | 28 | \$813.40 |
| 7930 | 013608019 | DETERGENT, LIQUID DISHWASHING* | 9Q | GL | \$1,561.04 | \$7.35 | \$10.27 | \$9.90 | \$0.37 | 152 | \$56.24 |
| 7930 | 005152477 | DETERGENT G | 9Q | GL | \$1,518.05 | \$3.49 | \$4.85 | \$3.89 | \$0.96 | 313 | \$300.48 |
| 7930 | 009907391 | DETERGENT, LAUNDRY | 9Q | DR | \$1,429.70 | \$10.26 | \$16.82 | \$14.30 | \$2.52 | 85 | \$214.20 |
| 7930 | 013608050 | STAINLESS STEEL CLEANER*** | 9Q | GL | \$1,382.40 | \$7.65 | \$10.80 | \$15.95 | (\$5.15) | 128 | (\$659.20) |
| 7930 | 013425315 | CLEANER & DEGREASER, SPRAY*** | 9Q | BT | \$1,381.76 | \$3.47 | \$5.08 | \$3.39 | \$1.69 | 272 | \$459.68 |
| 7930 | 013623208 | OVEN CLEANER, FAST CLEAN*** | 9Q | GL | \$1,344.00 | \$5.75 | \$8.00 | \$6.70 | \$1.30 | 168 | \$218.40 |
| 7930 | 001775243 | DETERGENT, GENERAL PURPOSE | 9Q | GL | \$1,125.12 | \$2.44 | \$2.93 | \$7.50 | (\$4.57) | 384 | (\$1,754.88) |

Total Government Cost: (\$39,596.06)

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4. Department of Defense, *Material Management Regulation*, DoD 4140.1-R, Office of the Assistant Secretary of Defense(Production and Logistics), 04 January 1993.
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8. Telephonic FAX from David McInturff, GSA , on 29 August 1995.
9. Telephonic FAX from Lillian Stanfield, SERVMART Division Director (code 102), FISC Oakland, CA. on 01 September 1995.
10. Meeting between the authors and CDR Jim Kerber, FISC Oakland Comptroller (code 50) on 01 September 1995.
11. Telephone conversation between the author and Cynthia Pagsolingan, Assistant Manager, GSA Customer Supply Center, Stockton, CA. on 18 September 1995.

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